

## ADVERTISING EXPERTS OF WORLD CROWD CITY; BUSINESS SESSIONS COMMENCE THIS MORNING

### Press Reports of Speech "Garbled," States Sims

#### ADMIRAL CABLES REPLY TO DENBY DEFENDING STAND

Statement Described Substantially Same as Repeatedly Made on Platform and in Book.

#### NO FURTHER ACTION BEFORE SIMS' RETURN

"Not Correctly Quoted," Says Cablegram—"Context Misleading and Garbled."

Washington, June 12.—Remarks attributed to him in press reports of his recent address before the English-speaking union in London, in which he criticized activities of Sinn Fein sympathizers in this country, were not correctly quoted, and were misleading, Rear Admiral William S. Sims declared in a cablegram received today by Secretary Denby.

"Statements that were attributed to me," said the message, "were not correctly quoted. Context misleading and garbled. Report of statement is incorrect and inferentially wrong. Statement actually made was substantially the same as repeatedly made in public in America and in my book, 'The Victory at Sea,' and in public addresses at meeting held for increasing good relations between the English-speaking people."

Secretary Denby would not comment on the admiral's message. In view of the fact that Mr. Denby yesterday revoked the remainder of the officer's leave of absence and ordered him to return at once to the United States to report in person at the navy department, it was indicated, no further steps would be taken in the case until Admiral Sims' return. It then will be decided, it was said, whether Secretary Denby would press his inquiry into the matter.

Admiral Sims' reference in his cablegram to his speeches in this country recalled the addresses he made in Boston last winter, in which he assailed Sinn Fein sympathizers in this country. Secretary Daniels was bombarded with telegrams and letters demanding that disciplinary action be taken against the officer, but no such steps were taken.

#### FIVE GRAZE DEATH IN CRASH OF CAR AND TRUCK SUNDAY

Miraculous escapes featured a smashup late yesterday afternoon, when a truck of the George Moore Ice Cream company, driven by a negro, crashed into a car in which there were three young white men. The accident took place on East Georgia avenue near the corner of Fraser street.

L. L. Stovall, of 26 Cooper street, was driving the auto. His companions were D. A. McDuffie, of 1440 East street, East Point, and Willie Jones, of 205 South Forsyth street. The driver of the truck ran away. A negro with him, who gave his name as Chick, was taken to the police station.

The car was knocked to splinters and landed on the sidewalk. The truck followed it to the sidewalk. So great was the impact of the truck that it broke a telephone pole in two places and broke off a young shade tree, yet none of the occupants of the two machines was hurt.

Both the car and the truck were going toward town. John Dixon, a negro, of 214 Conley street, who witnessed the affair, says that they were both speeding, and that it looked to him as if the truck was trying to cut in front of the car, in which the young white men were driving.

#### 'Twas Fifty Years Ago, My Lads

Resurrected From the Issue of June 13, 1871,  
of The Atlanta Constitution, by  
FUZZY WOODRUFF.

#### Before the Eighteenth.

The 15th and 16th amendments had a jolly celebration, parade, and display yesterday.

#### Then the Scuppers Ran With Hash.

Boards, ahoy! Those wishing handsome furnished apartments will call on Mrs. L. B. Davis at Forsyth and Church streets.

### Glad Welcome Extended Ad Visitors by Citizens of Atlanta

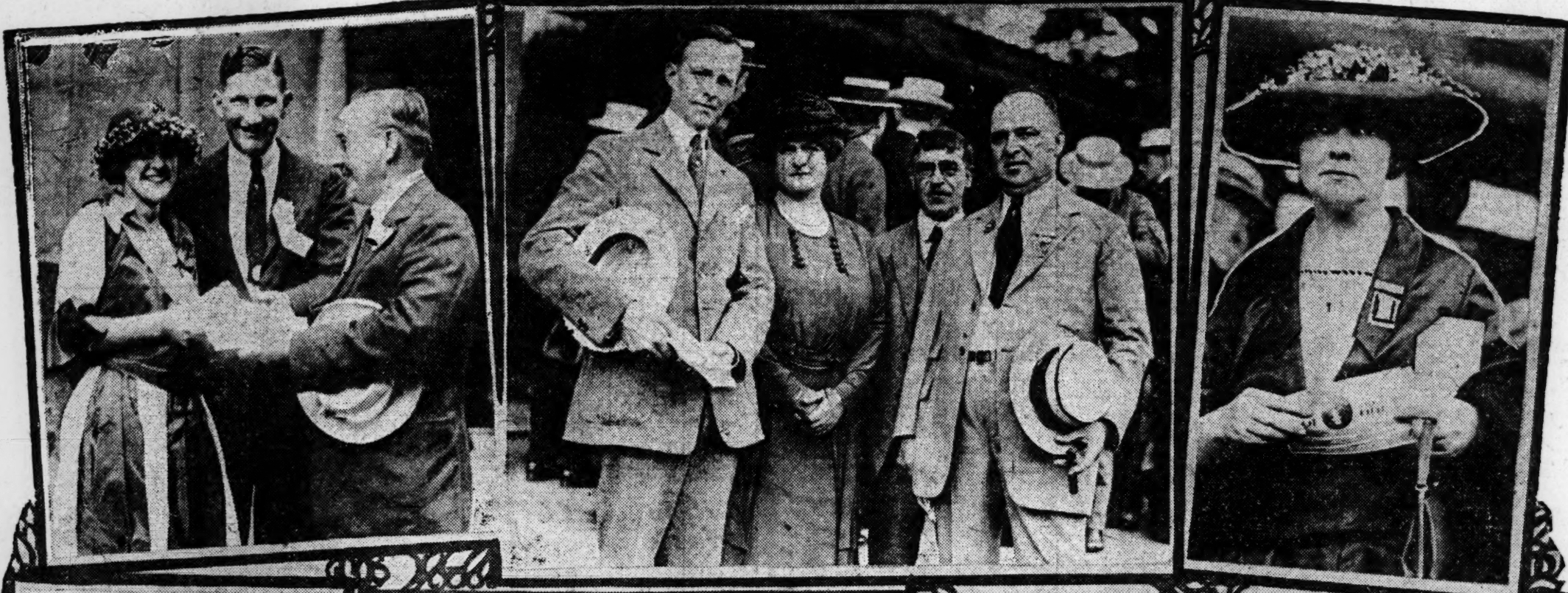


Photo. by Francis E. Price.

#### ALLEN AND EDGE SAY NEW LAWS WILL HELP US

"Federal Banking Act to Aid Cotton," Edge—"Industrial Court to Win Favor," Allen.

BY PAUL STEVENSON.  
Prediction by United States Senator Walter E. Edge, of New Jersey, that the organization of federal international banking corporations to finance foreign exports will cause a vital stabilization of the cotton industry, and the assertion by Governor Henry J. Allen, of Kansas, that the principles embodied in the Kansas industrial court law eventually will be operative throughout the United States under federal statutes, both made in interviews given The Constitution Sunday, were striking features.

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Upper left: Miss Carolyn Dyer, of Atlanta, receiving something like \$7,600 in bogus money from L. E. Hood, chairman of the Philadelphia delegation from the Poor Richard club. W. V. Crowley, of Atlanta, in his capacity as a bank cashier, is superintending the transaction. Upper center: Rowe Stewart, president of the Associated Advertising Clubs of the World, Mrs. Stewart, Carl Bloomingdale, president of the Poor Richard club, of Philadelphia, and W. R. C. Smith, of Atlanta. Mr. and Mrs. Stewart are from Philadelphia, Mr. Stewart being business manager of The Philadelphia Record. Upper right: Miss M. A. O'Donnell, of Philadelphia, prominent advertising woman. Center row, left: Mrs. Grace Crawley Oakley, publicity manager of the Pennsylvania hotel, New York. Center: Miss Jane J. Martin, member of the executive committee, A. A. C. of W., and Miss Joy True, chairman of the New York women's delegation. Center, right: Frank B. White, of Chicago; Miss Claire Samels, of Chicago, and Reuben H. Donnelly, former president of the A. A. C. of W., in charge of the Chicago delegation. The picture below shows Fred Houser and his executive crew of welcomers posing for their photos after the big Chicago crew had arrived at the Brookwood station Sunday afternoon.

#### ALLEGED SELLER OF LIQUOR SHOT BY DRY OFFICER

As a 'climax' to several liquor raids made Sunday Federal Prohibition Officer Harry Sapphrie shot and seriously wounded Charles Neely, colored, who is now in Grady hospital.

Sapphrie stated that he purchased two gallons of whiskey from W. P. Howard, who is being held at police station under a \$500 bond awaiting prosecution in the federal court. Then he said he purchased a pint of liquor from Mrs. Saxton, of 3 Lee avenue, where he found another gallon jug filled with the same beverage, which he confiscated.

While still holding the jug obtained from Mrs. Saxton he had his automobile stopped at Elliott and Hunter streets, where he claims Neely sold him a quantity of whiskey. When he asked the negro to get in the car, telling him that he was under arrest, Sapphrie claims that Neely then raised the gallon jug to strike him. The shooting resulted.

#### Nature Faking In the Kimball House.

The ducks in the fountain at the Kimball house have evidently

#### New 'Plane Wing To Allow Landing On Small Areas

New York, June 12.—Invention of a new airplane wing which it is claimed will increase the carrying capacity of a machine five times, add to its speed and permit landing in a comparatively small area was made known yesterday by G. M. Williams, general manager of the Dayton Wright company.

"It enables the commercial pilot to load his machine to the maximum and vastly increase his speed on routes where ordinary landing fields are available, or on new routes over emergency and small fields, he can to reduce his landing

Continued on Page 9, Column 2.

#### LAKEWOOD OSTRICH FARM IS BURNED; DAMAGE IS \$30,000

The Lakewood ostrich farm was destroyed Sunday night at 8:20 o'clock, causing an estimated loss of \$30,000. All the ostriches were saved. No one was present when the fire started, Mrs. Bradley, overseer of the farm, being in Atlanta; George H. Mosely, president of the farm, in London, England, and H. J. Batscher, vice president, in South Pasadena, Cal., where he is starting another ostrich farm.

Company 9, of the city department, saved the surrounding buildings, and only the ostrich building itself was burned. The main damage was caused by the destruction of \$25,000 worth of ostrich plumes, which had been sent to the farm a few days ago by another farm owned by the same concern. The building loss is estimated at \$5,000. The origin of the blaze is unknown.

#### Tinkham Renews Attack on Dixie Representation

BY CLARK HOWELL, JR.,  
Constitution Bureau,  
Raleigh Hotel.

Washington, June 12.—(By Constitution Leased Wire.)—Despite the fact that the census committee of the house refused to report out of the committee the Tinkham resolution looking to the reduction of southern representation in congress, despite the fact that Representative Tinkham was overwhelmingly defeated by the house membership when he appealed from the ruling of the chair on a point of order refusing to allow him to bring the resolution before the house under a personal privilege; and in spite of the fact that the census committee should first be considered and reported by them, George Holden Tinkham, representing the eleventh congressional district of Massachusetts, will tomorrow introduce into

Continued on Page 13, Column 1.

#### CALL IS SOUNDED FOR AMERICANISM AT GREAT MEETING

Eloquent Address Delivered by Governor Allen, in Which He Attacks Strike Agitators.

An address by Governor Henry J. Allen, of Kansas, who made a strong plea for undiluted Americanism and opposition to all forces tending to disrupt the peace and tranquility of the republic, aiming his remarks directly at strike agitators and those rebelling against organized government, was the chief feature on the program of ceremonies which yesterday formally opened the seventeenth annual convention of Associated Advertising Clubs of the World. Warm enthusiasm greeted the governor's remarks, and it was frequently necessary for him to pause long moments in his delivery before the applause sufficiently subsided to permit his continuing.

Governor Hugh M. Dorsey, of Georgia, and Mayor Key also spoke. They both chose themes that would make the visiting ad men feel at home in Georgia, welcoming them to the city and state, and thanking them for the honor bestowed. Rowe Stewart, president of the ad club association, delivered the response, expressing the appreciation of his organization for the kindnesses already shown by Georgia. S. C. Dobbs, President. Samuel C. Dobbs, of Atlanta, a past president of the Associated Advertising Clubs of the World, presided as master or ceremonies. Thus, the first gun of the convention was fired. The Auditorium was literally jammed with people eager to witness the opening event.

Continued on Page 12, Column 2.

#### TRAINS POUR IN HUMAN CARGOES THROUGHOUT DAY

Gay Hat Bands of Delegations and Decorations of Stores Give City Gala Appearance.

#### PRESIDENT'S SPECIAL GIVEN GREAT WELCOME

Plenty of Automobiles Greet Visitors on Sunday, But More Will Be Needed Today.

ADVERTISING EXHIBITS.  
The advertising exhibit of the advertising convention, at the Atlanta Auditorium, beginning this morning, will be open to the public and to convention visitors each day from 9 a. m. until 9 p. m., except that the exhibit will not be open to the public Tuesday evening.  
In addition to telling the stories of many advertising campaigns used with success in the United States and Canada, the exhibit embraces remarkable collections of advertising posters from Italy and other foreign countries. Some of the Austrian posters of the collection are also especially attractive.

BY PAUL WARWICK.  
Convention affairs lived up considerably in Atlanta Sunday with the arrival of a major portion of the 3,500 delegates who will attend the meeting here this week of the Associated Advertising Clubs of the World.

At 7:15 o'clock Sunday morning the delegation from Richmond hove into the Terminal station. From that time on, the Atlanta crew was busy extending a welcome, and as rapidly as visitors arrived they were added to the corps of welcomers who saluted each and every cluster of representatives and saw to it that they were comfortably located. The biggest event of the day was the arrival of the Chicago bunch, who brought with them the advertising men of Milwaukee and St. Paul, thereby totaling 250 hearty souls. This train, although special, was two hours late, so that when it rumbled into the Brookwood station there was not a man, woman or child in Atlanta of advertising parentage, proclivity, or inclination who had a reasonable excuse for not meeting it. Nobody wanted to miss meeting it, therefore the environs of the north side station were packed with smiling humanity when the rattler finally did arrive—at 2:45 p. m.

Get Rousing Welcomes.  
By no means is this to be interpreted to mean that the rest of the delegations didn't receive rousing welcomes. The same enthusiasm that greeted the Chicago bunch was displayed in greeting the Chicagoans, Milwaukeeans, et al., was in evidence when Harry Farley and Lloyd Lasenby commended a crew that told the Philadelphia bunch and a part of the New York arrivals how glad they were to see them. The Terminal station, the Union station and Brookwood were all busy responding to the sound of hearty welcomes. They did nothing else. John Lottridge and his committee had sent out a cry for a plentiful supply of automobiles, and every indication Sunday pointed to the fact that Mr. Lottridge's plea had been heard, and added. For when the trains pulled into the stations and discharged their cargoes of advertising glee the streets above were solidly parked with automobiles bearing that ubiquitous welcoming emblem, "Ad Men, Welcome; Hop In!" The ad men hopped in; they were welcomed. To the surprise of all, in fact, there were more automobiles than were needed at the Brookwood station at noon Sunday when the Philadelphia gang arrived.

President's Special.  
This Philadelphia aggregation, by the way, rode in what was aptly called "The President's Special," for it contained no less a personage

#### The Weather PARTLY CLOUDY

Washington, June 12.—Forecast: Georgia: Partly cloudy Monday and Tuesday; little change in temperature. Tennessee and Kentucky: Partly cloudy Monday and Tuesday; little change in temperature. Florida: Partly cloudy and somewhat unsettled Monday and Tuesday. Virginia: Generally fair Monday and Tuesday; not much change in temperature. North Carolina: Partly cloudy Monday and Tuesday; not much change in temperature. South Carolina: Partly cloudy Monday and Tuesday; not much change in temperature. Alabama and Mississippi: Partly cloudy Monday and Tuesday; little change in temperature. New Orleans, June 12.—Forecast: Louisiana, Arkansas, Oklahoma and Texas: Monday and Tuesday partly cloudy; Wednesday and Thursday partly cloudy; Monday and Tuesday partly cloudy; probably scattered showers.



## Ad Club Cars for East Lake

We need more cars than we had Sunday, as the arrivals were distributed during the day, while the need today is all bunched—first, to get our guests out to East Lake. Have your car at Piedmont hotel at 4:30 this afternoon, and keep it at East Lake until the crowd comes back.

Atlanta's guests have never been slighted—they won't be disappointed this time.

AUTOMOBILE COMMITTEE.

than Rowe Stewart, who is not only business manager of The Philadelphia Record, but is the present president of the Associated Advertising Clubs of the World. Mr. Stewart, accompanied by his wife, stepped jauntily off the train at Brookwood and was immediately greeted by a thunderous welcome from the assembled crowd and an assault by photographers and inquisitive reporters. He possesses a genial smile, and is taller than most of the presidents we have imagined. Looks like a good fellow.

Riding on the same train with President Stewart was Carl Bloomington, president of the Poor Richard Club of Philadelphia, an advertising organization with a big weight of tradition and accomplishment behind it.

As quickly as the visitors were met and taken in tow by the Atlantans they were escorted to their hotels, made comfortable, given opportunity to rid themselves of the fatigue and stains of travel—and were registered. That registration business brings on more talk, much more talk. For never in the history of Atlanta has a place been quite so active on Sunday as was the lobby of the Piedmont hotel. Dave Webb, George Lowman, "Tut" Broyles, Charlie Hohenstein and their cohorts were on the job bright and early, and for the duration of the day the big cash registers clicked merrily, melodiously with the announcement of registration fees received and recorded.

**Pleased With Preparations.** Conventioneers seem wonderfully pleased with the way in which Atlanta has prepared itself for the gathering. The bunting which fills the streets, of course, fulfills its mission of welcome, and the leaders of the associated clubs have expressed themselves as greatly pleased with the way in which details have been provided for departmental sessions, meeting places and the like. President Stewart, after a hasty review of the situation with other leaders, joined with P. S. Flores, general manager, and Charles H. Mackintosh, chairman of the educational committee, in their commendation of Atlanta's success in preparing for the convalescence.

President W. Frank McClure, of the Chicago club, was not on the special train of that city when it rolled in, having been hindered by sickness. But the train was in command, it may be, of Reuben H. Donnelly, head of the Reuben H. Donnelly corporation, of Chicago. Mr. Donnelly is one of the best-known advertising men in the associated clubs, and was president of the organization until the convention of 1920, when Mr. Stewart was elected as his successor.

The Milwaukee delegation seems all primed to take away with it the promise of the A. A. C. of W. to gather in their city next summer for the eighteenth annual convention. So far the Wisconsin city is the only place to make a serious bid for the next convention, and Atlanta still agrees that it will be a worthy competitor for anyone who dares face it in convention combat. Atlanta knows, having garnered the convention last year from Milwaukee by the narrowest sort of a squeak.

**General Sessions Today.** Real business will get under way Monday. General sessions at the Wesley Memorial church will start today, and the morning session will be featured by an address by Senator Walter E. Edge, of New Jersey, a national figure who will talk on "Getting at the World Markets to Build Home Trade." Senator Edge's address is anticipated with a great deal of pleasure and belief in benefit, since he is the second man of national renown, not of our own section, to address a session of the advertising convention. Governor Henry J. Allen, of Kansas, delivered the chief address of the Sunday afternoon inspirational meeting.

The season's subject, to be introduced at the Monday morning session, is the succinct but forceful "Let's Go," and the speakers have been selected with a view to doing exactly that Monday morning. Archer Wall Douglas, of St. Louis, will have as his topic "Figuratively Speaking—America's Progress," and Herbert S. Houston, of New York, will talk on "The Spirit of the Convention." Rowe Stewart will preside over this initial business session.

Monday afternoon will see the

## Tells Tech Boys Of Their Duties As Dixie Leaders

Dr. C. B. Wilmer Delivers Eloquent Baccalaureate Address on Sunday Morning.

Pointing out that the members of the 1921 graduating class of the Georgia School of Technology would be the future industrial leaders of the south, noting the economic changes in the south from plantation life toward industrial development, and stressing the point that man's soul and its relationship with God should not be overlooked, if the young graduates were to develop "an all-around manhood," Dr. C. B. Wilmer delivered an eloquent baccalaureate sermon to the 1921 graduating class of Georgia Tech in St. Luke's church Sunday morning at 11 o'clock. After the usual choir music, the graduates, dressed in their academic robes, marched in, followed by members of the faculty, and took the seats reserved for them in front of the pulpit. The remainder of the church was packed.

The commencement exercises of the school will be held Monday morning at 10 o'clock on the campus, on North Avenue, ex-Secretary of the Navy Josephus Daniels making the main address. Mr. Daniels will arrive at 7 o'clock in the morning.

After welcoming the students and professors, Dr. Wilmer said that he had a special interest in the school, in that he was a native son of the south, where he preferred to live, that interest takes a special form: the adjustment of the south to the conditions of true progress, thus requiring the union of all our forces, and particularly the help of you college men.

**Interest in College Men.**

"My main interest is the practical realization of the kingdom of God on earth," he said, "and living in the south, where I prefer to live, that interest takes a special form: the adjustment of the south to the conditions of true progress, thus requiring the union of all our forces, and particularly the help of you college men.

**Leads to Narrow Mindedness.**

"Religion without education, theology without science, leads to narrow mindedness and often to fanaticism. It produces but the caricature of a man. But education without religion also leads to narrow mindedness, and also produces a caricature of a man. Knowledge is power, but power may be applied for either good or evil ends. The late war has shown us that science without religion leads to the way of destruction. You young men are trying to show what science can do in the way of construction, but science itself does not determine the ends to which scientific knowledge is to be applied. Whether a man is to be selfish or unselfish, to serve or to be served, is not determined by science, but by close relationship with God. A well rounded manhood then consists in doing justice to all the elements of our complex nature." And he added that "right human relations can be brought about only as we rightly relate all men to God."

He spoke of the clash between labor and capital, and the antagonisms the world over between races, and said that the way to right these conditions is first, to "recognize another man as a human being, and the child of God, common to Father of us all. Only in the light of those ultimate truths can the differences that divide men be amicably, righteously and peaceably settled, or even intelligently discussed."

Dr. Wilmer closed with this ap-

## Giant Clock Will Advertise Exhibits at the Auditorium

Promptly at 9 bells Monday morning, the phoney Big Ben alarm clock that sits in Tait hall will let out a wild alarm, warning all those who are interested in advertising: that the exhibits are under way, and calling special attention to the agricultural publishers' exhibit in which it is situated along the Gilmer street wall of the hall.

This giant timepiece, with its mysterious mechanism, which will prove one of the seven wonders of the convention, will preside over the group of six national advertisers who use the columns of the agricultural press. In this group will be revealed the complete story of how a manufacturer of a national product gets his message over to the farmers of the country, both through the columns of the farm papers and through the dealers who handle his merchandise.

A. M. Gould, of St. Paul, Minn., who is in charge of the exhibits in this section, calls special attention

to the two alarm clocks that will be the center of interest to the curious. The big phoney clock has no mechanism whatever. Outside of the dummy face, it has nothing in common with the regular little clock that sits beside it, except the giant gong which surmounts it. Yet every time the little clock rings, the big dummy goes off into peals of prodigious sound. If either clock is lifted from its stand, both cease ringing immediately; but as soon as they are returned to their places the ringing is resumed.

Included in the exhibit are panels showing the farm paper copy of the Western Clock company, Diction saws, Edison phonographs, Peston, Calumet baking powder and Coca-Cola. In addition to the advertising copy, there is also exhibited the direct mail follow-up for the retail dealer, and photographs of window displays which are also provided to help the dealer sell his merchandise.

Every visiting advertising woman is invited to be the guest of the women's division of the Atlanta Advertising club at a breakfast at the Bedford tea room, on North Pryor street, just across from the Chandler building, Monday morning at 8

o'clock. This will be a get-together breakfast, and Misses Jane Martin, as woman member of the executive board, and Theodore Stansbury, chairman of the local women, will preside.

Outside of the women's conference Tuesday afternoon at the Edison hall, the breakfast will be the only one held exclusively for women delegates. There is a possibility that the women will discuss plans for reorganization of the

club. "So then, young gentlemen, I appeal to you to aim at the development of an all-around manhood. May God bless the students of Lord Bacon's students' prayer, 'not only give to sense what belongs to sense, but also give to faith what belongs to faith; for faith is not credulity, but the exercise of that spiritual faculty within us by which we discern and grasp the invisible; or, in the language of a new testament writer, 'is the conviction of things unseen, and the assurance of things hoped for.'"

**Auto Victim Improving.**

Minnie Johnson, 19 years old, of Simmesville, who was struck Saturday afternoon by an automobile driven by A. S. Holcomb, is reported to be improving at the Georgia Baptist hospital. Holcomb reported the accident to county authorities, who did not hold him, but instructed him to appear at court Monday morning.

The United States government has seized all property of the notorious draft dodger, Grover Cleveland Bergdoll, in Philadelphia. The seizure of realty and accounts valued at \$1,000,000 was authorized by the president, under the alien enemy law.

Dr. Wilmer closed with this ap-

WEN YOU SEES LONG LINES O' ANTS GWINE IN YO' PANTRY, DEY'S A REASON FUH IT—DEY DONE FOUN' YO' HONEY JAR; EN WEN YOU SEES DE CROWDS GWINE IN DE PIGGLY WIGGLY STO' DEY'S A REASON FUH DAT, TOO—DEY DONE FOUN' DE HONEY JAR.



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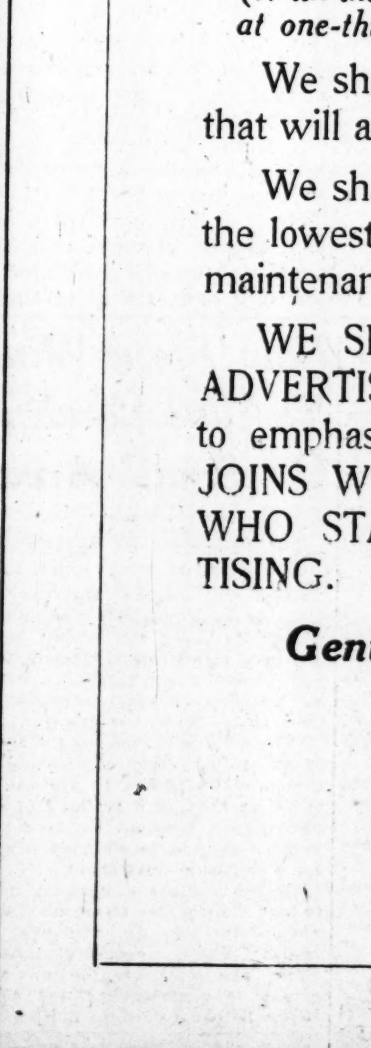
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## Backward, Turn Backward, O Time.

Friday night was hot, suggestive of soda water and lassitude, and the tone of the city was one of inactivity and decided us to go on the hook and ladder moonlight excursion to Stone Mountain.

Stone Mountain is a pretty place by moon or starlight and the excursionists made it additionally charming. As we glanced at pretty forms, dazzling eyes, and heard joyous laughter, we doubted if Titania ever saw in her fairy realms more beautiful young ladies. The shimmer and sheen of neat toilettes, the dazzling of lustrous eyes; the smiling of sweet mouths; the twinkling of feet; the delicious ice cream, and the sentimental promenades caused the excursion to be a success.

At half past two in the morning, the reporter entered his room, asked to be put in his little bed, and the pleasures of the evening softened his pillow and sweetened his nest.

**Those Who Favor a Brewery Will Say "Aye."**

We hear it rumored on the street that a meeting of all the taxpayers of Atlanta opposed to waterworks will be held at the

city hall on next Thursday night (June 16, 1921).

Have you tried the new 10c package? Dealers now carry both; 10 for 10c, 20 for 20c. It's toasted.

**LUCKY STRIKE CIGARETTE**

CALL BELLE ISLE TAXICAB

**DRINK OR DRUG**

POISONING requires ELIMINATION. The Noal Treatment acts as an ANTIDOTE for these poisons, creates a longing for drink or drugs and prevents the disease condition. (No Hyoscine used.) Dr. J. H. Conway, 10 years with the "Keeley" in charge. Noal Institute, 228 Woodward Ave., St. Louis, Mo. (adv.)

OSCAR WILDE said: "A pessimist is one who knows the price of everything and the value of nothing," which is very much to the point in its direct bearing on a percentage of present-day advertising and merchandising.

Whatever buying or selling pessimism exists today, exists solely among people who have permitted the price-ticket to obscure their vision of true value, and among the merchants and manufacturers who have, perhaps honestly, but nevertheless, misinterpreted the true meaning of service, in advertising or selling merchandise principally on the low-price or comparative price appeal.

Truth in advertising, as in all things, is paramount. Truth cannot change. Truth stays put. Truth alone, is progressive.

In face of present conditions and fluctuating prices, it is most difficult to determine just what is the true market value of merchandise. Therefore, comparative prices mean less, and quality, desirability, serviceability and seasonableness of merchandise mean more to the buyer, today, than ever before.

Value cannot be measured with a yard-stick, or increased by adding ciphers to a comparative price.

FOR THIS REASON WE HAVE NOT IN THE PAST QUOTED COMPARATIVE PRICES, AND HENCEFORTH SHALL REFRAIN FROM DOING SO.

(With the one exception of our annual sales, when garments are sold at one-third or one-half off the original prices on the garments.)

We shall continue to sell only merchandise of a character that will add lustre to the good name we already hold.

We shall continue to sell on the basis of quality, and for the lowest prices consistent with good store-keeping, and the maintenance of the service you rightfully demand.

WE SHALL CONTINUE TO TELL THE TRUTH IN ADVERTISING, and no more fitting occasion presents itself to emphasize this point than today, when ALL ATLANTA JOINS WITH US IN WELCOMING SO MANY GUESTS WHO STAND FOUR-SQUARE FOR HONEST ADVERTISING.

Gentlemen—We Salute You!

**J. P. Allen & Co.**  
49-53 Whitehall Street

ALL SALES FINAL

## A Clearance of

## SOROSIS

## Pumps---Oxfords---Slippers

ALL SIZES AND WIDTHS

All sizes and widths are represented, though no one style is complete in size and width.

Among the lot to select from are the two-strap style with full Louis heels and turn soles. This style may be had in black and brown suede, black and brown calf and brown kid. Brown kid one-strap military heels; brown and beige suede one-strap, walking heels.

Patent and dull kid pumps with turn soles and full Louis heels. Patent kid fancy slippers with straps and sandal effects, turn soles.

Gray suede oxfords, welt soles, military heels; and numerous other styles.

Values Up to \$15.00

Clearance Price

\$5.85

ALL SALES FINAL

Chamberlin-Johnson-DuBose Co.







# Southern Morning Papers With the World Turned Upside Down

When public schools are in session from 4:00 o'clock in the *afternoon* until midnight and parents and children go to the movies in the morning---when at 6:00 o'clock in the *morning* you put on your dress suit and appear at a ball or reception---when stores, offices and factories are closed down until noon and the whole family goes motoring or walking before luncheon---when theaters give dramas and operas just after breakfast and lectures, entertainments and social functions are timed for the early hours of dawn:

**THEN** the Southern *morning* papers may in some measure lose their influence as the most powerful and profitable medium of advertising in this field of newspaper publications.

## Southern Morning Papers With the World As It Is

Your advertisement may not have been written by an expert; the art work may not be a masterpiece your layout may not measure up to the highest standards---let your advertisement be what it may---if you have something to sell that is worthy of the name of merchandise and the facts are there, present it on the pages of a southern *morning* newspaper and it will be read with an interest that will result in sales. And here is the reason:

### BECAUSE—of the morning mood.

When breakfast is over and the children are at school, when the men folks have left for their work or business, quiet pervades the home. Unfatigued by a day of domestic duties and social affairs, refreshed by a night's sleep and with a mind that is undisturbed, the housewife turns to the *morning* paper and it is during these cool and restful hours that she is in the receptive mood. If the *morning* paper carries your message of something to sell, your advertisement will be invested with the charm of these pleasant morning hours, it will be read with interest and deliberation and the results will be manifested in ACTUAL SALES.

*The Undersigned Southern Morning Newspapers assure Agencies and Advertisers of full service and co-operation and the most careful attention to each detail which contributes to the advertisers success.*

Atlanta Constitution,  
Atlanta, Ga.

Augusta Chronicle,  
Augusta, Ga.

Columbia State,  
Columbia, S. C.

Columbus Enquirer-Sun,  
Columbus, Ga.

Greensboro Daily News,  
Greensboro, N. C.

Houston Post,  
Houston, Tex.

Jackson Clarion-Ledger,  
Jackson, Miss.

Knoxville Journal & Tribune,  
Knoxville, Tenn.

Lexington Herald,  
Lexington, Ky.

Macon Telegraph,  
Macon, Ga.

Pensacola Journal,  
Pensacola, Fla.

Rome Tribune-Herald,  
Rome, Ga.

Spartanburg Herald,  
Spartanburg, S. C.

Shreveport Times,  
Shreveport, La.

Tampa Tribune,  
Tampa, Fla.

Tulsa World,  
Tulsa, Okla.



## New Platform Presented For Constructive Work By Ad Clubs of World

Last year at the Indianapolis convention of the Associated Advertising Clubs of the World, the Advertising Club of New York was asked to suggest a constructive program and a candidate capable of carrying out its provisions.

At that time, however, the club was not able to suggest such a program or candidate, believing that much deliberation and study of the needs of the advertising clubs would be necessary before a practical platform could be formulated and recommended and a candidate capable of carrying out its provisions.

**Offer Working Basis.**  
The delegates of the Advertising Club of New York came to Atlanta, however, prepared to offer to the convention of the Associated Advertising Clubs of the World a working basis which they believe embodies the essential requirements for the greatest growth and prosperity of this great business profession.

In submitting the following three-year platform for the consideration of the delegates to the convention of the Associated Advertising Clubs of the World, the Advertising Club of New York is fully appreciative of the constructive work already done and believes that such a platform will best carry the Associated Advertising Clubs of the World to its fullest possibilities:

1. That the administration of the business of the association be vested in an executive committee of five, consisting of the president-elect and a cabinet of four others to be named by him and confirmed by the board of vice presidents, to serve during his term of office.

2. That the board of vice presidents be selected to serve at present for the purpose of maintaining the harmonious understanding between the various territorial districts and the central organization.

3. The designation as soon as practicable to some central point as a permanent convention city.

4. The establishment of headquarters of an executive organization equipped to prepare the program and to carry out the following program effectively:

(a) A complete canvass of the large and small clubs that their needs may be understood and met to the end that each club may feel that it has received full value from headquarters for its money invested.

(b) Further vigorous promotion, development and refinement of the vigilance work, looking not alone to the creation of more better business but also to the protection of the industry.

(c) The establishment of a new department of constructive development and merchandising, to be equal in scope and importance to vigilance.

(d) The conduct by the clubs of an immediate and complete survey of market conditions, which may be a help in guiding business out of the present period of readjustment into an era of wise expansion.

Rowen Stewart, president of the Associated Advertising Clubs of the World, when shown the suggested three-year platform, said:

"I have read very carefully the three-year platform proposed by the Advertising Club of New York. It is along constructive lines. We should always try to go forward. I shall be glad to present this with a favorable recommendation to the attention of the executive committee."

Herbert S. Houston, former president of the Associated Advertising Clubs of the World, and vice president of the Doubleday, Page & Co., made the following statement:

"The reason I am in favor of the three-year program that is to be presented to the convention by the Advertising Club of New York is that it is so clearly along the line of sound evolution and enlightened progress. It is merely a projection of the constructive work already being done into the future."

In particular, I want to commend to the clubs the value of creating a small staff for the president, which would help him in the essential work of administration. The president should be under the general control of vice presidents on questions of broad policy, and all of course, would be directly responsible to the annual conventions representing the clubs. As to a permanent convention city, that is only a detail, and personally I am not in favor of it. But the plan as a whole is admirable."

S. C. Dobbs, former president of the Ad Clubs of the World, said: "I have read it carefully and endorse every word of the plan. What appeals to me especially is the section which calls for a smaller executive committee to take care of the administrative affairs of the association. The plan followed recently of having an executive committee of twenty members makes something entirely too unwieldy to work efficiently. The whole proposal seems to me in the line of sane and safe progress."

Another former president of the Associated Advertising Clubs of the World, George W. Coleman, said: "That three-year platform for the Ad Clubs of the World is in the right direction. It is constructive and full of business. Give the incoming president conditions that he can work with and then look for results. The time has come for another forward movement. Make way for it."

**Endorsement of Plan.**  
Other nationally prominent advertising men endorsing the plan are H. H. Charles, vice president of the A. A. C. W.; Irvin P. Paschall, and L. E. Hood, members of the Poor Richard club, of Philadelphia; George W. Houston, former president of the Ad Club of New York; Harry Tinsley, Sydney E. Clarke, George Frank Lord, Karl Bloomington, of the Poor Richard club, of Philadelphia; Charles G. Swisher, of Scranton, Pa.; William C. Freeman, H. H. Cooke, of New York city; George H. Conner.

**San Antonio Express**  
Every morning and Sunday.  
More than 30,000 daily.

**San Antonio Evening News**  
Every evening except Sunday.  
More than 28,000 daily.

**A Combined Daily Circulation**  
**60,000**  
COPIES

**The Sunday Express Has More Than 50,000 Sunday Circulation**

Offering advertisers the widest distribution—the greatest amount of concentrated reader interest of any mediums in Southwest Texas. Many larger advertisers are getting greater results—at the same time reducing the cost—by concentrating all their appropriation in these two mediums of one great publishing house.

THE EXPRESS PUBLISHING CO., Publishers.  
The San Antonio Express  
San Antonio Evening News  
Semi-Weekly Farm Express

FOUR MEN  
from San Antonio, Texas, are in Atlanta this week, attending the convention, and are stopping at the Oltion Hotel. Any information that you may desire, bearing on trade conditions in Southwest Texas will be gladly given.

## CLEVER AD WOMEN ARRIVE



Photograph by Francis E. Price.

Reading from left to right: Miss Mary Claire McCloskey, advertising manager of the Specialty Engineering company, of Philadelphia; Miss Ethel S. Scully, treasurer of the Milwaukee club, and advertising manager of the Morris F. Fox & Company, of that city; Miss Sadie Emanuel, advertising manager of Commerce and Finance, New York city.

of Pittsfield, Mass.; John Clyde Oswald, Frank Presbury, William T. Mulhally, Jesse H. Neal, Max C. Sackheim, W. G. Bryan, James Carson, Floyd Y. Keeler, Joseph W. Gannon, Ida Clarke, former president League of Advertising Women, New York; Colin Armstrong, William M. Hewitt, Boice Du Bois, Oscar S. Tyson, Herman G. Halsteadman, D. Morris-Jones, M. Riddle, C. P. McDonald, Cal J. McCarthy and Manning Wakefield.

**Ad Women Prove Ability to Cook Just Like Mother**  
Miss Joy True Tells the Story and New Yorkers Back Her Up.

BY ROBERT MORAN.  
From New York, 200 men and women poured into Atlanta Sunday for the seventeenth annual convention of the Associated Advertising Clubs of the World, and they brought with them an ad story that is different.

As told by Miss Joy M. True, chairman of the women's delegation, and a member of the board of directors of the women's league, it goes to show that business cares do not unfit a woman for household duties.

"Everybody was tired of ship fare," said Miss True, and so decided to vary it a bit. Mrs. W. M. Hewitt, of New York, accompanied me on an invasion of the kitchen. We drove the chef and everybody else concerned out and baked pies and cakes, and they were good. Everybody admitted it. It was a lark but I don't want to do it again. That kitchen was too hot."

**Everybody's Well.**  
Last reports from the party were that everybody was living and that the doctor had not been called in. Miss True, an attractive little blonde, bobbed-haired and with little hesitancy when it comes to talking of agents, said: "I am advertising free lance."

When an Atlanta ad man commented on the youth of the New York delegation, men and women, and asked her if Gotham sent down a whole lot of young ones, she at once admitted that she was past that age, and claimed that she had plenty of company (she looks 18). In fact she said that every person in the party had the right way about them.

New York came south in two delegations. Most of the men decided to take the train, having time, there. In this delegation were approximately 100 New Yorkers. At Philadelphia they were joined by the delegation from the city of brotherly love. When the combined party reached Atlanta it consisted of 165 persons.

**Liked Water Better.**  
The women of the party, that is twenty-six of them, liked the water better than men do. (No joke on prohibition intended.) So the women's league arranged the trip. There were also about 55 men who came by boat. They came from New York to Savannah and reënt themselves in love with that city.

Miss Jane Martin, president of the Women's club, and a member of the executive committee, said: "The New York organization is probably the most prominent of the Gotham delegation present."

Speaking of the seventeenth convention, Miss True said that she considered the most significant thing about the present meeting the increase in the traveling representation. At Indianapolis only sixteen women attended. Here there are thirty-two.

"I don't know whether it's just because it's Atlanta or not," she added.

**Fine Accommodation.**  
C. P. Russell, of Printers' Ink, of New York, who is wife, remarked here by his pretty wife, remarked particularly on the fine accommodation given by Atlanta people to the delegates when they arrived here at the Peachtree station.

"It liked to me there were some three or four hundred automobiles there to bring us to our hotels," she said, "and that was the time in the history of the convention, as far as I remember, when accommodations were so ample."

New Yorkers announced Sunday that they had not yet decided on their choice for the next convention. Milwaukee is working hard to swing this city into line, and at present is the only announced candidate, but the Posters' delegation at a meeting Saturday declared in favor of Detroit.

**Bond Issue by State Is Urged for Schools.**  
Athens, Ga., June 12.—(Special.) In his annual report presented Saturday to the board of trustees, Dr. Joseph S. Stewart, professor of secondary education, urged a bond issue by the state of twelve million dollars for the buildings throughout Georgia.

The report indicates that the high school graduates in the accredited schools of the state have increased 1,500 per cent in the past fifteen years. He made the prediction that there will be an increase of between five hundred and one thousand each year for the next several years.

**WORTH SUNDAY SCHOOL CONVENTION IS HELD**  
Sylvester, Ga., June 12.—(Special.) The thirty-eighth annual convention of the Worth County Sunday School association was held at Poulton Friday, with an attendance of about two thousand.

**Get Edison Shop.**  
The Edison shop, 122 Peachtree street, has been turned over to the women and will be used as the headquarters during the five days of the convention. A special phone has been installed, number 1516. In the selection of this location the local women were most fortunate.

They are allowed the exclusive use of a well fitted room, including couches, desk and writing materials, and the concert hall in which the conference day afternoon will be held, all of which is under one roof.

When the place was turned over to the women Sunday morning by C. W. Bingham, there was nothing to do but put in the telephone, decorations and pleasant smiles. It was through his courtesy that the hall was secured.

Mr. Bingham especially invites the visitors to the hall to use the Edison booths and to hear the group of southern melodies arranged for this occasion. J. A. Oppert, of the service department, and Miss Marion Speer of the record department, are co-operating in every way with Mr. Bingham to make the women absolutely at home when they visit the headquarters, while the G. Lawson, assistant manager, has offered to do anything within his power to help the Atlanta women make the convention a success.

Miss R. Pearl Spelman is chairman of the headquarters committee, and on Monday Miss Vivian Holbrook will be in charge. Tuesday, Miss Spelman, Wednesday, Miss Holbrook, and Thursday, Miss Katherine Birmingham will receive the visitors. Every visiting

## LITTLE ADS FOR AD MEN

Milwaukee, chief claimant of the next ad convention, has yet to explain what is making that city famous now.

Twenty delegates from New Orleans arrived Sunday morning. They are headed by Arthur G. Newmyer, associated publisher of The New Orleans Item and a former vice president of the A. A. C. W.

Others from the Crescent City include H. S. Purser, John B. Scherer, C. W. Hancock, J. A. Van Buren, Jack Sims, A. J. Conner, W. S. Pleasants, Harry Caplan, William Black, James L. Ewing, Charles Owen, S. D. Roeks, C. W. Crawford and W. J. Baldwin.

Columbus, Ohio, is sending a delegation of fifty-two.

**Prompt Service.**  
Much favorable comment was heard among visitors regarding the efficiency shown in handling baggage and conveying visitors to their hotels. Baggage checks were mailed all delegates, and when they reached the entrance of the Union station they found their luggage and an automobile waiting for them.

A street car dashed madly away up Peachtree, leaving behind a perspiring ad man from the inland of Texas whose spirit had just alien short. "I tol yer we oughta brought along our lariats. Shorty," quoth that worthy to a companion standing near.

"Hop in!" sounds fine. An "a" added to the first word would help to an ad man remarked Sunday.

Speaking of hops, Arthur Newmyer is known as a connoisseur of old-time vices. The old boy didn't like the bouquet of some H&H, the famous team, and used to gladden the heart of a Pullman porter. "A small right," he explained when a broad delegate protested, "My trunk doesn't leak." (He'll murder the writer of this.)

The New Orleans gang have arranged to breakfast at a restaurant every morning at 8 o'clock. No beauty sleep for them.

Charles H. Chace, of Oakland, Cal., came a long way to attend the departmental sessions covering the better business features of ad club activity.

**Purser Makes Change.**  
H. S. Purser, secretary of the retail merchants' bureau of New Orleans, has inaugurated a better business bureau, New Orleans had a bureau which failed to receive financial support, so the merchants decided to take over the work themselves. This is the second retail bureau in the country to attempt this.

Jackson, Miss., has a budding Ad club and is represented by two delegates.

Charles Everett, president of the New Orleans club, is unable to attend the convention, having been held at Galveston on important business. Mr. Everett is head of a large marine and mill supply house, and is one of the few presidents in the country who is not a practical advertising man.

Who was the first ad man? King Solomon; he had a thousand wives and was willing to be quoted as having admitted the fact.

**Melon Shrinkage Seen.**  
A dusky little darkey was mournfully watching a crowd of ad convention visitors in front of the Piedmont hotel.

"I certainly is sorry to see dese gemmens down here," he soliloquized, "cause if dey shore is gone" to deflate the local board of health is organized, be taken out of the hands of the grand jury and put to the vote of the people.

Atlanta has many friends by the manner in which hotel reservations were handled. Few failed to get the best of accommodations and the contract plan protected them against high rates.

Another instance of Atlanta's hospitality was reported by a western delegate. Having reached a restaurant just at the closing hour, the doors were unlocked and the waitresses held long enough to serve him.

Sentiment in favor of adopting a permanent convention city is said to be developing. An advantage would be the establishment headquarters with a research department to maintain files and statistics.

R. E. Seller, classified advertising manager of The Los Angeles Examiner, has been substituted on the program of the Association of Newspaper Classified Advertising Managers' departmental in the place of Harry Gwaltney, of Milwaukee, who was to have delivered a talk on increasing the Business of the Street Salesman.

W. T. Edmundson, president, and J. E. Hyde, first vice president of the Advertising Club of Montgomery, Ala., arrived in Atlanta at noon Sunday to attend the convention. The remainder of the Montgomery delegation arrived Sunday night.

Frank Lowenstein, vice president of the Ad Men's club of the southeast district, was host at a luncheon given at his home Sunday for the presidents of the clubs of his district. Those attending represented clubs all the way from Clarksville, Tenn., to Miami, Fla., and from Charleston, S. C., to Vicksburg, Miss. Following the luncheon there was an informal discussion and a program of entertainment.

George B. Cooper, editor of The Edmonston Journal, Edmonston, Canada, who is attending the convention, will address the Men's Brotherhood of the English Lutheran church at its regular Monday speaker at 6:30 o'clock in the evening.

J. C. Stallworth, of Montgomery, former Atlantan, who has many friends in the city, is a member of the Montgomery delegation. He reached town Sunday.

**FEDERAL RESERVE BANK WILL DINE LEADING AD MEN**  
Officers of the Atlanta Federal Reserve bank will be the hosts at a luncheon to be given at noon Wednesday to about 150 Ad men, who are prominent in financial matters. Among the guests will be Senator W. E. Edge, of New Jersey.

**Teachers' License Exams.**  
Juliette, Ga., June 12.—(Special.) Professor J. P. Manley, county school superintendent of Spalding county, has announced that annual examination of applicants for licenses to teach in the public schools of the county will be conducted at the courthouse July 29-30. Applicants for licenses to teach in the high schools of the county will be held on the same day.

## HOWDY! AD MEN

Welcome to Atlanta,  
the home of

## BLOCK'S ARISTOCRATIC CANDIES

Individuality will count most during this convention of Ad Specialists.

Block's Candies are distinctly individual in taste, packing, and variety.

Take, or send, a box home, and make the folks happy.



Sold by  
Jacobs' Ten Drug Stores

## TOTAL ADVERTISING LINEAGE IN SOUTHERN NEWSPAPERS IN 1920

- 1st TIMES-PICAYUNE 16,863,772
- 2nd Birmingham News 16,193,352
- 3rd Memphis C. Appeal 15,215,662
- 4th Atlanta Journal 14,938,812
- 5th Dallas News 13,783,087

(Figures from Adr. Age, except Atlanta Journal, which furnished its own.)

# FIRST! In The South

THE TIMES-PICAYUNE in 1920 printed more advertising than any other newspaper in the South and stood seventh in America in the advertising volume among all seven-days-a-week newspapers, ranking next to New York World.

NEW ORLEANS is a home-delivery city in a newspaper way; THE TIMES-PICAYUNE delivers OVER 40% MORE papers into the homes of New Orleans than BOTH the other papers COMBINED, besides having the largest total and largest city circulation of any New Orleans newspaper.

AUDITORS tabulated all New Orleans newspaper advertising the last seven months of 1920 and divided it into thirty-seven classifications. Of these, THE TIMES-PICAYUNE led the field in 26.

THE ACID TEST of a newspaper's reader-confidence is the number of individual advertisements it carries from its READERS THEMSELVES — THE TIMES-PICAYUNE in 1920 printed more than TWICE as many Classified Advertisements as BOTH the other New Orleans papers COMBINED.

NEW ORLEANS TODAY is more prosperous and in better financial condition than any other city in the South. Take advantage of this BUYING POWER through the RESPONSIVE, BUYING CIRCULATION of

## The Times-Picayune

THE SOUTH'S GREATEST NEWSPAPER  
New Orleans, Second Port. U. S. A.

NATIONAL REPRESENTATIVES  
Cons. Hunter & Woodman, Inc., New York, Chicago, Detroit, Kansas City and Atlanta; E. J. Bidwell & Co., San Francisco.

THE JOHN BUDD CO.,  
National Advertising Representative  
New York Chicago  
Los Angeles  
St. Louis Atlanta  
San Francisco Seattle



## Abimilech Togo, Ancient Writer, Warns Ad Men

Historian Tells of Foolish Ad Man Who Mixed Corn and Melons.

BY LOYD A. WILHOIT.  
An extract from the ancient Hebrew chronicles of Abimilech Togo, whose historical writings flourished in the palm days of Egypt and the Pharaohs:  
In the days of old there journeyed out of the east a certain foolish ad man, who came unto the city of Atlanta, which is in Georgia, hard by the banks of the Chattahoochee, and there he joined a multitude of his brethren who were assembled in annual convention. And there was feasting and revelry by night and sounds of singing and rejoicing. And between sessions in the temples of commerce, the foolish ad man did join with his brethren in social gatherings, and it came to pass that he did partake of certain intoxicating drinks (see footnote below) and the fruit of the watermelon vine at one and the same time.

**Seized With Pains.**  
And lo, the foolish ad man was seized with exceeding great pain in his midriff and he did wilt like the collar of a fat man "neath the heat of a summer sun. And certain of his brethren who were wise in the ways of the land which is called Dixie, did gather about him, and there was weeping and moaning and gnashing of teeth, for his case was hopeless.

And a certain prophet came out

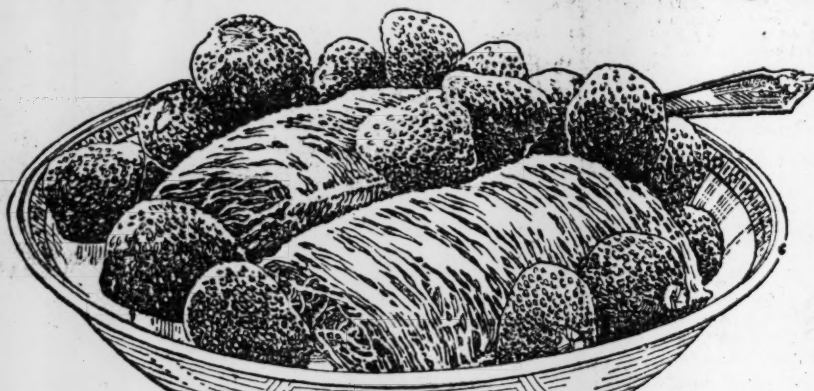


of the multitude and prophesied,

"Verily, brother, thus must die, for it is written that he who doth drink intoxicating liquors (see footnote) and eat watermelon at one and the same time is doomed. But comfort thyself, for in the dim and distant future it is the year which shall be called 1921, ad men shall gather again in this same city and shall feast as now. And thy experience shall stand as a light to all men that they drink not intoxicating liquors and eat not watermelon at one and the same time, and ye shall not have died in vain." And they did bury him in sorrow,

which was tempered by the knowledge that his death would mean the saving of many lives and much suffering when the ad men did assemble again in Atlanta. Footnote: It is commonly accepted that the term intoxicating liquors means any of the following: Corn liquor, rye liquor, absinthe, vodka, mesal, beer, cane skimmings, brandy, wine, highballs, rickshaws and many other of similar nature. The enlisted strength of the national guard of the United States is now 92,421 men.

## Now it is Biscuit and Berries— Nothing so wholesome and nourishing as



## Shredded Wheat Biscuit with Strawberries

a dish that clears the brain and brings all the sluggish powers into action after the "sleep" of Winter—a Summer joy to the palate—so easy to serve and so cheap. Two Biscuits with berries make a complete, nourishing meal.



## Say goodbye to mis-filed letters—

They are never to be found when you want them. They hold you back at important moments.

### Cause?

A filing system that doesn't produce.

In contrast, consider the advantages of the L. B. Automatic index.

It's quick! It's simple! It's accurate!

It speeds your letters into the file and hustles them out when wanted. It checks itself against errors—automatically.

Above all—it's the quickest possible method of filing and finding names—a point of particular interest to every executive.

Come in and see it work!

Write for "Vertical filing"—the best book on filing ever written.

## Library Bureau

Card and filing systems

Founded 1876

Filing cabinets wood and steel

R. C. HAMLIN, Manager  
102 N. Pryor street, Atlanta

Salesrooms in 49 leading cities of the United States, Great Britain and France

## AD CLUB ARMIES INVADE CITY SUNDAY

## Foreign Trade Topic Of Pan-American Body

The question of how advertising can help the American manufacturer and exporter to maintain supremacy in overseas trade, which came to the United States trader as a result of the world war will be the topic of discussion at the sessions of the Pan-American Advertising Association, which will take place in the main auditorium of Wesleyan Memorial church on Tuesday morning.

The Pan-American Advertising association will be the only foreign trade body to function at this year's world advertising convention. Scientific advertising, which has played such an important part in the development of the art of merchandising in the United States, has as yet not been applied to any great extent in foreign fields. It is believed by a large body of thinking advertising men that the next great stage in the development of advertising will be that which applies to international merchandising.

**Better Facilities.**  
Despite the great lead which the United States obtained in foreign trade due to the accident of war, it is realized by many that merchants and bankers of this country are yet novices in that important phase of marketing. For years European rivals have led the United States because of better banking, shipping and salesmanship facilities. Now that the war has supplied this country with a merchant marine, and some of America's great banking institutions have established branches throughout the world, the United States will be on a more nearly equal footing in the matter of the keen competitive trade war which is beginning to evidence itself in many foreign markets, particularly those of Latin-America.

The British, French, Belgian, Italian, Spanish and German merchants are already pressing the United States uncomfortably in those regions. The Germans are in many cases underquoting America by as much as 40 per cent. There is a suspicion on the part of many of our exporters that this is a move to frighten the North American from those markets. It is realized that such price cutting is not intelligent under any other supposition. It is felt that if these German firms continue along these lines that it will mean eventual bankruptcy inasmuch as their laid down price in the foreign port cannot take into consideration a scientifically arrived at cost of production figure. Nevertheless, the great appreciation of the American dollar, and the low labor cost of our European rivals, will always make them very dangerous rivals on a competitive price basis.

**Formidable Handicap.**  
These are the rather formidable handicaps which the American world merchant must overcome if he is to maintain the lead which he now possesses. The tools of the western hemisphere, banks, investments and advertising, it is the consensus of opinion that up to date European rivals outclass America in the first four of these essentials. This country does, however, very materially outclass them in the matter of applying advertising as an aid to merchandising, and a drive will be made to educate merchants to the importance of utilizing this advantage in getting their message across to customers in the various countries of the old and new world.

Speakers at the Pan-American association meeting will include men who have had close dealings with not only the various republics of the western hemisphere, but empires as far away as India. From the latter section of the world Harold Pereira, of Calcutta, India, will talk on "What to Avoid in Planning an Advertising Campaign in India." Amongst the other speakers will be Allen Walker, of the Guaranty Trust company of New York city; Maurice Perles, president of the Foreign Advertising and Service bureau; A. B. Chivers, formerly business manager of The New York Globe; George C. Vedder, manager of the Johnson Overseas service; L. F. Gordon, vice president of the Export Publishers' association; Herbert S. Houston, vice president of Doubleday Page & Co., and James Carson, president of the association.

**Program of Session.**  
The program of this foreign trade body follows:

**Tuesday—9:30 A. M.**  
Presiding officer, James Carson, president Pan-American Advertising association. Recording secretary, Arthur Lang, secretary Pan-American Advertising association.  
9:30 A. M.—President's address.  
9:30 A. M.—Address, "Functions of the Agency in Foreign Advertising"—Maurice Perles, president of the foreign advertising service bureau.  
10:20 A. M.—Discussion.  
10:30 A. M.—Address, "What the Pan-American Advertising Association is Doing for Truth in Export Advertising"—Herbert S. Houston, former president of the Associated Advertising Clubs of the World; vice president of Doubleday Page & Co., and publisher of "World's Work."  
11 A. M.—Discussion.  
11:30 A. M.—Address, "Honor in Business Relations Between North and South America"—Allen Walker, manager international department, Guaranty Trust company, New York city.  
11:50 A. M.—Address, "Present Conditions of Advertising in South America"—A. B. Chivers, formerly business manager, New York Globe, member of the firm of S. Kopp & Co.  
12:20 P. M.—Discussion.  
12:30 P. M.—Luncheon; adjournment.  
**Afternoon Session—2:30 O'Clock.**  
2:30 P. M.—Address, "Stimulating Sales Through Consumer Advertising"—George C. Vedder, manager Johnson Overseas service;

## Merger of Two Associations To Be Discussed This Week

The National Association of Newspaper Executives, meeting here today, Tuesday and Wednesday in connection with the Associated Advertising Clubs of the World, will hold its first session in the Ansley hotel roof garden at 1:30 o'clock this afternoon. Simultaneously with the meeting of this organization, the Association of Newspaper Classified Advertising Managers will hold its first session in the rainbow room of the Ansley. These meetings will be executive to which admission may be secured only through membership or invitation.

Today's session will be given over to reports, discussion of what comprises foreign and local advertising, and the merger of the National Association of Newspaper Executives and the Daily Newspaper Advertising Managers association. The principal address will be made by Alfred Pemberton, advertising manager of the London Times, who will explain how newspaper advertising is sold in England.

A comprehensive program has been arranged for both remaining days. On Tuesday, advertising rates will be discussed, and President Wright will set forth the views of the national advertisers, who will meet with the newspaper executives on this occasion, and L. A. Webster, of The Milwaukee Journal, will speak on behalf of the latter organization. Wednesday afternoon will be devoted to the cleaning up of unfinished business and election of officers. In the morning, the executives will meet with the American Association of Advertising Agencies, when Collin Armstrong, chairman of the newspaper committee on agency relations of advertising agencies, will discuss the subject. Officers of the National Association of Newspaper Executives are: Charles Miller, president, Atlanta; Fred Stille, treasurer, Philadelphia; Directors: M. E. Foster, Houston, Texas; Walter G. Bryan, New York; Harry Young, Columbus, Ohio; Frank T. Carroll, advertising manager, Indianapolis News, Indianapolis; J. H. Hefner, advertising manager, Portland Oregonian, Portland, Oregon; State vice presidents: Canada, George R. Cooper, Edmonton, Canada; Alabama, Charles Allen, Montgomery; Arizona, Charles A. Stanford, Phoenix; Arkansas, Elmer E. Clark, Little Rock; California, E. M. Swaney, Los Angeles; Connecticut, Ed. Ficker, Bridgeport; Colorado, Frank I. Carruthers, Denver; District of Columbia, E. C. Rogers, Washington; Delaware, W. T. Metten, Wilmington; Florida, Charles S. Bates, Miami; Georgia, Charles B. Atkinson, Atlanta; Idaho, George L. Elshert, Boise; Illinois, E. M. Parsons, Chicago; Indiana, Benjamin F. Lawrence, Indianapolis; Iowa, Harry T. Watts, Des Moines; Kansas, Hoyt F. Jordan, Pittsburg; Kentucky, Harry Givamoli, Lexington; Louisiana, J. A. Van Buren, New Orleans; Maine, W. H. Dow, Bangor.

Portland; Maryland, John Elmer, Baltimore; Massachusetts, John A. Plumb, Worcester; Michigan, Herbert S. Conlon, Grand Rapids; Minnesota, J. J. Bennett, St. Paul; Mississippi, W. G. Johnson, Jackson; Missouri, George M. Burbach, St. Louis; Montana, B. J. Woolston, Butte; Nebraska, Richard J. Carrington, Jr., Omaha; New Hampshire, J. A. Muehlberg, Manchester; New Jersey, P. Ernest Wallace, Elizabeth; New Mexico, Thomas Hughes, Albuquerque; New York, Jason Rogers, New York; Nevada, H. W. Horn, Rocky Mount; Ohio, C. E. Bennett, Cincinnati; Oklahoma, E. E. Drevel, Oklahoma City; Pennsylvania, Howe Stewart, Philadelphia; Rhode Island, Arthur Porter, Providence; South Carolina, William P. Richison, Columbia; South Dakota, B. G. Dew, Sioux Falls; Tennessee, Battle Creek, Nashville, Texas, A. L. Shuman, Fort Worth; Utah, Nathan O. Fullmer, Salt Lake City; Vermont, H. B. Howe, Burlington; Virginia, Marshall S. Knight, Richmond; Washington, A. O. Loomis, Spokane; Wisconsin, L. A. Webster, Milwaukee; Members national committee: A. G. Newmyer, New Orleans; Frank I. Carruthers, Denver; Frank B. Webb, Baltimore. Committee on agency relations: M. E. Foster, Houston, chairman; Bert N. Garstin, Louisville; George M. Burbach, St. Louis; A. G. Newmyer, New Orleans; Frank B. Webb, Baltimore.

## MRS. CASSADY DIES, AFTER LONG ILLNESS

Mrs. Georgia Rigell Cassady died Sunday evening at the residence of her daughter, Mrs. H. W. Laird, 3 Park lane, Ansley Park, after a prolonged illness extending over a period of five years. She is survived by two daughters, Mrs. Lela Leslie and Mrs. H. W. Laird, both of Atlanta. The body was removed to the chapel of H. M. Patterson & Son, and will be taken to Anston, Ala., for funeral services and interment.

# First

In the field with a  
Trade Extension Bureau  
and first in efficiency

In New Orleans  
It's THE ITEM.

## GEORGIA PEACHES for All You AD MEN—

You were promised Georgia Peaches in Indianapolis last year—here's where we make good.

These are real, luscious, juicy, ripe Fort Valley peaches, (of course, we are still talking about fruit), and sweet as can be.

We homefolks know that just at this season the finest and prettiest peaches are being picked.

Let your family and friends at home know you are thinking of them by having us forward them a selected crate or two.

Direct FAST EXPRESS shipment from the heart of the peach country to their table for \$4.85 per crate, which includes express charges east of the Rockies. Money order or certified check.

ROY LEWIS

P. O. BOX 186

FORT VALLEY, GA.

# First

IN ITS CITY —  
IN ITS STATE —  
IN ITS FEDERAL  
RESERVE DISTRICT

Is the oldest newspaper published in Minneapolis.

Has the largest total circulation, and the largest home carrier circulation of any newspaper published in Minneapolis, exceeding by about 20,000 Daily and 50,000 Sunday, the circulation of its nearest competitor.

Is the paper having the greatest reader interest, as evidenced in its circulation and in the fact that it publishes over 100,000 more individual want ads every year than are published by any other Minneapolis newspaper.

Has the only 7-day Associated Press Franchise in Minneapolis.

The cost of advertising per thousand circulation in The Minneapolis Tribune is LESS than that of any other paper published in Minneapolis or St. Paul.

# The Minneapolis Tribune

Member A. B. C.





# "Circumstances!" —exclaimed Napoleon

THIS is the story of the thing which has been done that *could not* be done.

It has a direct application to every business of national proportions in America: it answers questions like these:

"What is the saturation point in the market for my product?"

"Because business in general is bad must my business be bad?"

"Must I wait for things to pick up or can I make things pick up?"

Five years ago The Literary Digest had reached the limit of its possible circulation in the judgment of many thoughtful observers.

"Fiction magazines can go farther," they said, "for ten readers seek amusement to every one who thinks. But a weekly of news comment and public opinion cannot hope for more than 500,000 circulation: that is a maximum."

Business still wavered in uncertainty at that time. Only the few understood that *uncertainty* is opportunity for courage and for faith.

The Literary Digest, rejecting the counsel of timidity and doubt, entered upon the largest, most costly campaign ever undertaken by a magazine to

widen its market—a campaign of continuous national advertising involving the expenditure of more than one million dollars a year.

Its circulation when the advertising began was 485,930.

In nine months the circulation was 655,030. The advertising continued.

In eighteen months the circulation was 950,000. The advertising continued.

Today the circulation is 1,300,000, and The Literary Digest continues its advertising.

What obstacle can any manufacturer ever encounter that The Literary Digest has not encountered in this five-year period?

**Strikes?** The typesetters of New York walked out in a body, suspending hundreds of magazines. The Literary Digest photographed typewritten pages, printed more copies than ever, and *increased its advertising.*

**Shortage of raw materials?** Often with less than two hours' supply of paper on hand, defying blizzards and freight embargoes, with fleets of motor trucks battling their way through storms and night over frozen roads, The Literary Digest managed still to appear on the newsstands on time; and *continued its advertising.*

**Panic?** The lean hard months of last Fall and Winter did not once interrupt the week-by-week schedule of the campaign. And in April of this year, while many businesses held back, waiting for the turn, The Literary Digest *went out to meet the turn.*

At the rate of four hundred thousand a day, eleven million circular letters went into the mails in April, addressed to the business and professional men and women of America. A \$300,000 circulation-building investment by which, in April, 1921, The Literary Digest gave practical evidence of its faith that intelligent America is ready now to buy. The return mails brought emphatic proof that the faith was justified. *And it continues its advertising.*

With what result?

The circulation of The Literary Digest is larger today than at any period in its history.

It will be larger this Summer than in any previous Summer; it will be larger this Fall than in any previous Fall. To imagine that there are only 500,000 or 1,000,000 or 2,000,000 families of Literary Digest quality in America is grossly to underrate America.

And buying power, as it reasserts itself in America, will come from *these homes first.*

The merchant, the executive, the banker and professional man, and their wives—the ten per cent who set the example—are buying *now*, today.

It is only commonsense to advertise continuously to those who are in a position to respond. This is logic; it is sane business; it is economy; it is the direct road to renewed prosperity.

The courageous will take their faith in their hands and begin. The timid will be deterred for a time by circumstances!

"Circumstances," exclaimed Napoleon, "I make circumstances!"

Immediate National Publicity\*

# The Literary Digest

at ten cents 1,300,000 at ten cents

\*IMMEDIATE NATIONAL PUBLICITY.  
Advertising copy may be inserted in The Literary Digest three days before mailing begins, and within ten days the complete issue is delivered throughout the United States. To introduce a new product or policy, to announce a change in price, a bond or stock issue, the opening of new branch offices or any similar news which must be spread from coast to coast quickly, The Literary Digest's service is unmatched.



## THE CONSTITUTION

The Standard Southern Newspaper.  
Published Daily, Sunday, Tri-Weekly.CLARK HOWELL  
Editor and General Manager.Directors: Clark Howell, Albert Howell,  
Jr., E. H. Black, H. W. Grady, Clark  
Howell, Jr.Entered at the postoffice at Atlanta as  
second-class mail matter.  
Telephone Main 6009.

ATLANTA, GA., JUNE 13, 1921.

SUBSCRIPTION RATES:  
Daily and Sunday... \$1.00 per month.  
Daily... \$1.00 per month.  
Sunday... \$1.00 per month.The Constitution Building, 100  
Broadway, is the headquarters of  
the newspaper.The Constitution is not responsible for  
advances made to out-of-town local  
carriers, dealers or agents.Member of the Associated Press.  
The Associated Press is exclusively  
entitled to the use of publication of all  
news received by it, and no other news  
agency or newspaper can be published  
in this paper and also the local  
news published herein.FINDING ITS LEVEL.  
Announcement that the Russian  
soviet government has entered into  
a pact with Mustafa Kemal,  
Turkish nationalist dictator and  
military leader, agreeing to furnish  
him with troops and munitions and  
to co-operate with him in waging  
war against Greece, is not sur-  
prising.It is simply an additional indica-  
tion that the soviet is finding its  
level.Since the bolshevik regime has  
been in charge of Russian affairs  
it has given that unholy, blood-  
stained land a demonstration of  
ruthless autocratic rule such as  
no czarist dictatorship, not even  
that of Ivan the Terrible, ever  
attempted.All of the promises and represen-  
tations of Utopian democracy and  
the "dictatorship of the prole-  
tariat," whatever that means,  
have been proven nothing more  
than expedients to enable a little  
clique of designing, self-serving  
agitators to ride into power.That power gained, those hold-  
ing it have exercised it to their  
own aggrandizement and the pro-  
motion of their own personal  
ambitions.They have ruled with an iron  
hand. Pretending love, they have  
demonstrated nothing but disre-  
gard for the welfare and comfort  
and happiness of their deluded  
subjects; professing to hate war,  
Russia has been an armed camp  
and at war unceasingly since  
Lenine and Trotsky gained control  
of the government.There is nowhere on the face  
of the earth today a more hide-  
bound, intolerant, cruel, merciless  
autocracy than the soviet govern-  
ment of Russia—the government  
of professed "ideal democracy," of  
the "dictatorship of the prole-  
tariat!"It is the natural thing, there-  
fore, that it should gravitate to-  
ward, and make common cause  
with, the "unspeakable Turk!"Here we have an example of the  
soviet in its true light.It is at home, and on common  
ground, fraternizing and co-oper-  
ating with Turkish barbarism.THRIFT THAT COUNTS.  
Speaking in behalf of thrift and  
to encourage the development of  
the thrift principle in the minds  
of the masses, Charles M. Schwab,  
steel magnate, a few days ago  
cited his own experience as an  
example, boasting that the suit he  
was then wearing he purchased in 1911.There is no reason to doubt that  
he told the truth about the age of  
his suit of clothes, but Mr. Schwab  
did not tell his audience how many  
suits he had bought since 1911.Even if he had bought no cloth-  
ing whatsoever during the last ten  
years, the argument implied in his  
example would fall flat for two  
reasons: First, everybody knows  
that Mr. Schwab is a very rich  
man and, rich as he was in 1911,  
he was able, had he wanted to, to  
have stocked himself with clothing  
enough to last him a lifetime; sec-  
ond, it would not have been fair to  
the clothing trade nor to the thou-  
sands upon thousands of men and  
women who earn their living by  
the production of cotton and wool  
and silk wearing apparel for him  
and have fortified himself against  
future requirements and with-  
drawn himself from the ranks of the  
consumers.So, even were it to be inferred  
that Mr. Schwab had not bought  
a new suit during the last ten  
years—which, is obviously not thecase—it would mean not only that  
he had not done his share toward  
keeping the wheels of commerce  
turning, but done far more than  
his share to check the prosperity  
and development of the textile and  
clothing industries.If, as the Springfield, Mass.,  
Union suggests—"The customers of Mr. Schwab's  
large steel plant sought to set an  
example of thrift by using only  
what Mr. Schwab's mills produced  
ten years ago, he might discover  
that shining examples of thrift and  
saving were subject to contingent  
circumstances."The spirit of thrift that counts  
is that which prompts the con-  
sumer to buy to the best advantage,  
the things that he needs, and to  
as great an extent as possible  
as need for them arises—to in-  
clude in no wasteful extravagance,  
of course, nor at the same time  
in injudicious or unnecessary  
hoarding.That is the kind of thrift that  
tends to keep business active, fac-  
tories running "full speed ahead,"  
labor employed and the masses  
prosperous and contented.

TRUTH IN ADVERTISING.

The main basis of the great  
strength and popularity of the  
Associated Advertising Clubs of  
the World, shared proportionately  
by its local subsidiary clubs in  
practically every commercial cen-  
ter on this continent and in many  
places across the oceans, consists  
in the central principle for which  
the organization stands, which is  
expressed in its monosyllabic slogan  
"TRUTH"—truth in advertis-  
ing!Truth in advertising means  
everything to business as well as  
to the buying public.To the former it imparts dignity,  
stability, trustworthiness; to the  
latter it guarantees value received  
for monetary expenditures, and the  
square deal!It is reassuring and a wonderful  
safeguard to the buying public to  
know, for instance, that the adver-  
tising statements it reads in the  
newspapers, magazines, theater  
programs, in the street cars and  
on the bill-boards of its respective  
communities, are of a character  
such as to meet the approval of  
an organization of experienced  
business men and business wom-  
en whose slogan is "Truth."And it goes without saying that  
another greatly beneficial effect  
is to discourage unscrupulous  
tradesmen and keep dishonest  
merchandise at dishonest prices  
off the market.Such merchants may, of course,  
open up shop in any community,  
and offer their wares for sale;  
but they cannot get their adver-  
tisements o. k'd by any Advertising  
club.Truth, more than competition, is  
really the "life of trade!"And "Truth" is the motto, the  
governing principle, of the inter-  
national organization whose repre-  
sentatives and spokesmen are the  
splendid, enterprising, progressive  
men and women in convention in  
Atlanta this week.It is the hall-mark of reliability  
and of business integrity; and At-  
lanta is proud to be the host-city  
to a body of men and women who  
are banded together under such a  
standard!Atlanta is the fine summer res-  
ort, where June weather isn't hot  
enough to roast the barbecue for  
the ad men.The hungry ones are not particu-  
lar as to "new" postmaster jobs;  
any old one will do.Here's optimism for you. The  
Portland Oregonian says: "Like  
its climate, even the floods in  
Portland are mild.""School structures are too high-  
toned," says a writer in the San  
Francisco Chronicle. Well, many  
of them are infinitely higher than  
the teachers' salaries.National opinion is that it's too  
early to get sick in order to cop  
a beer prescription.The Germans should be willing  
to give France a half-million rab-  
bits, since Germany long ago lost  
her rabbit-foot luck.Five thousand ad club men  
within Atlanta's gates attest that  
business is booming.An exchange says: "At least,  
near-beer is holding its own." But  
it hasn't much to hold, and there's  
no "kick."As to presents for Fathers' Day,  
father himself says: "Please  
omit lawn mowers."The ad men have the town-  
with the rest of the state thrown  
in for good measure.

## Just From Georgia

By FRANK L. STANTON.

Because They Ad-  
vertise.You just can't miss de other way  
de glory place.All de folks what  
prize it.You knows de  
road to amas-  
in grace.Bekaze dey ad-  
vertise it!High an' low,  
De road dey  
know.Bekaze dey ad-  
vertise it!You jus' can't miss de other way  
de glory place.What's tought ter all dat tries it:  
Kaze Satan's up at break o' day.

An' he sho' do advertise it!

High an' low,  
De way you'll know.

O! Satan advertise it so!

"Just Listen At Him!"

George Bailey's headline to this,  
from The Ohio State Journal, is "One  
At A Time, Please!""Woman is man's greatest inspira-  
tion to high endeavor and the  
greatest reward of all for noble  
achievement is to have one's wife,  
neighbor woman or girl, friend, or  
perhaps all three at different times  
and places, throw her beautifully  
rounded arms around one's neck and  
say with a happy sob: 'I'm so glad  
you won't!'"

As the Ad Men Do.

The only thing that'll fill the bill  
Is the work that your faith is  
provin'.When you find there's "life in the  
advertising,"

The thing is keep it movin'!

The Happy Hustlers!

They have no time for to take a  
stand 'neath the gloomy skies of  
Grouchy Land; but the grouchy fel-  
lowers mark their ways an' get up an'  
git, an' stir a blaze! From dark to  
dawn they lead 'em on, in a hurri-  
cane-breath ed Grouchy town's gone!

De Moonshine Place.

(And What Br' Rabbits Ain't in de  
stump.)His house is now in doubt;  
He say: "Dat 'moonshine' made  
me jump  
It sho' did kick me out!"An' it's mighty fur  
I runs de race  
Ter keep fum de kick  
Of de 'moonshine' place!""Dey ain't no peace in de brier patch,  
W'en de Moonshine Man's around;  
W'en de kick so high dat he'll de  
latter!

I'm a-gittin' over groun'!

O it's mighty fur  
I must run de race  
Ter keep fum de kick  
Of de 'Moonshine Place!"

The "Jim-Jams" Man.

The "Jim-Jams" Man, of The  
Greensboro Herald-Journal, hands  
out the following:"Many a man's fountain of joy is  
contained in quart bottles."We see where a New York woman  
announced 8,000 men. Gee, how  
many times some women do marry!""A dollar in the hand,"  
Said Wisdom Dew;  
To worth five of them  
That are owed to you."The Houston Post asks what is  
the matter with the dollar. Well,  
it hasn't been so bad enough for  
to determine the trouble."

The Moving Ones.

Fortune will not drop you  
If you rise when the Sun says  
"Up!"The Lion in the way won't stop you  
If you hustle along the way.If you hustle  
And hustle  
In the quick-time, get-there way!

Home-Town Correspondence.

(From The Wynne Progress.)

C. E. Roach has had a severe case  
of colic this week.Frank Wattles has been suffering  
from a bad case of crop.One of Andrew Westmoreland's  
dogs is on the sick list this week.We all hope him a speedy recovery,  
for Andrew wants to go hunting  
again soon.

The Difference.

The Baxter Bulletin has this one—  
"A well-known Baxter farmer has  
a mare that has brought enough  
colts to enable him to pay for his  
place. He says that he couldn't get  
a Ford car that would do this."

Today's Talk

By GEORGE MATTHEW ADAMS.

(Copyright, 1921, by The Constitution.)

THE GLORY OF EARNING.

We are only owners of those  
things which the toll of our hands  
or our brains have entered into. We  
may indeed possess—but possession  
is not necessarily ownership.The things that mean the most  
to anyone are those things which  
have come through sweat, long toil,  
worry, maybe, backaches, and sacri-  
fice.But there is a divine cast to the  
process of earning!Earned things are appreciated.  
And when they are given away, the  
earner gains greatly increased hap-  
piness over that which gave him  
his gain in the first place.I always like big, rough hands on  
a man. They mean that he takes  
pride in what they are able to do.To earn, you must think, read, ob-  
serve, work.What thrills one gets from taking  
home a book that he has earned, or  
from giving some appropriate thing  
to a friend whose taste is akin.There is a sense of security about  
having something earned.Your home, or automobile, or busi-  
ness, the position in which you  
work, or the well known name you  
bear—to have something very close  
to you all the time that you have  
earned, is to keep your power vi-  
vant.The boy who earns his way  
through a college has something on  
the one who has it paid for him.Earn what you get—or don't take  
it!Every day get new glory out of  
earning. And try to distribute this  
glory by stimulating other people  
to honest earning.Never mind the long hours, the  
tired body, the car-loads of dis-  
couragement—big efforts happen for  
those who take pride in earning  
every bit of the way.

## Seen and Heard in Washington

BY JAMES A. HOLLOMON.

Washington, June 12.—(Special.)  
The chairman of the republican  
national committee is a fine type  
of a gentleman, slow, easy going,  
conservative; but is a political strat-  
egist, an organizer, and as a  
party leader, a man of great im-  
portance in the campaign manage-  
ment—John T. Adams, of Iowa, is  
a worthy leader of a class with Will  
Hays, of Indiana.It is doubtful if any political  
party has ever had, in and out of  
election years, such dynamic force  
behind it as the republican party  
had under the management of the  
present postmaster-general.Hays is an unusual man. He  
works with the smoothness and di-  
rectness of properly adjusted ma-  
chinery. He thinks as clearly as  
he does rapidly; and is as unerring  
in his judgment as he is honest in  
his motives. He is a man of great  
loyalty, and his loyalty is to the  
best there is in his organization  
yields to his direction.Hays is a man who is misun-  
derstood by ultra party people who  
are too selfishly wedded to one creed  
to see good in the real merits of  
another, but he is as it may, as a  
man of great loyalty, and his loyalty  
is to the best there is in his organi-  
zation yields to his direction.The postmaster-general is a hard  
worker—the hardest working man  
in his great department, with its  
thousands of clerks. He keeps four  
personal secretaries, clipping  
material for his own use. Fre-  
quently he keeps two of them at  
his desk taking dictations  
from the stenographer. When he  
is gathering up the enclosures  
for a finished letter, he is  
usually away from his desk. He  
back to the first and again to the  
second, all the time with a smile on  
his face that makes the atmosphere  
around his desk as balmy as the  
first break of spring in the south. I  
have never seen him work. I have  
wondered.Will Hays is never too busy for a  
little joke—perhaps a witticism. It  
acts as a stimulant. It is a  
relaxation. It is a relief. It is the  
grind; a relief, as is the semicolon  
in a long sentence.Four republican national commit-  
teemen occupied his office un-  
announced two or three days ago.To his messenger, always at his  
elbow, he ordered "four chairs in  
four minutes."The messenger rushed them in, but  
the last chair was just six minutes  
in getting to its place."Gentlemen, if the republican  
party is as slow in getting the mail  
to the people as it is in providing  
chairs for visitors to the postmas-  
ter's office, I wonder how the repub-  
lican party will sweep the country in 1924."Everybody laughed and then the  
last time was made up in the fresh  
staircase after the chair.The messenger hope the democrats  
will find a Will Hays when it gets  
on the job again of trying to elect  
a president.A more statesmanlike utterance  
was never made by a servant of  
the people in this country than the  
following leading editorial from the  
pen of Senator Clarence Miller, of  
Ohio, on the issues of his Columbia  
Sentinel:The daily papers of Georgia  
are giving me a square meal.  
A sense of fairness moves me  
to this, and to express my  
deep appreciation.

Now that I am senator, they

realize that my intention is to  
give the whole state the best  
service that is in me, regard-  
less of former differences.This does not mean that I  
forget the past, but I do mean  
confidence and loyalty of those  
who stood by me in all the dark  
years of the past, but it means  
that having been made the rep-  
resentative of all, I will do my  
utmost to represent, not a fac-  
tion—much less an embittered  
party—but the people, the people,  
rich and poor, country and  
town, white and black.Responsibility, a great re-  
sponsibility, comes upon a  
man past the confines of life.  
He calls him to discretion,  
thoughtfulness for both sides  
of every great question.In this tremendous machinery  
of government, growing more  
colossal every year, one man  
cannot hope to do very much;  
the machine has a motor-power  
of its own and the generators  
are not far away; and that  
any one man can do is, to stay  
on his job and work as well as  
he can.Let me say in all earnestness  
I am not on the floor of either  
house of congress today a mem-  
ber who is striving more zealous-  
ly to do his sworn duty as a sincere  
representative of the people than  
I am today.I feel that there should be a  
thoughtful representative of all the  
people of his constituency than the  
junior "senator" from Georgia.  
I feel that there should be a  
representative of the big and  
influential men of the greatest  
deliberative body in the world for  
the people of the United States.  
I feel that there should be a  
representative of the great weak-  
nesses of men, the American sena-  
tor is justly entitled to be so charac-  
terized.

And that is not all—

If Senator Watson keeps up the  
record he is making as a quick  
and forceful debater; as a student  
of legislation; as a student of re-  
cord; as a student of the quality  
of his work; as a student of the  
he will go down in history, not as  
a firebrand or a political feudist,  
but as a man who has done his  
most constructive of the American  
statesmen of his day and genera-  
tion.Senator Watson and myself have  
never been political bed-fellows. I  
am not seeking any new political  
alignments, or running off after  
any old or new schemes. I am only  
looking for the truth, and for the  
truth, whom I may please or offend,  
about a great Georgia.When Henry Lincoln Johnson  
was delivering his impassioned  
plea before the national republican  
committee, of which he is a member,  
for a continuance of existing party  
conditions in the south, he began  
to sob like the emotional evange-  
list, and his voice broke into sobs  
before the trail-trailing begins.Stepping directly in front of the  
chairman he stretched forth both  
arms in a supplicatory sort of man-  
ner, and with his voice pitched to  
a high tone, he said:"We negroes of Georgia, sir,  
have always been faithful to the  
party left us as a sacred heritage;  
and when you have called upon us,  
we have come, we have come, we  
wanting, for, poor as we are, sir,  
we have always sent you our dol-  
lar, and we have always sent you  
tears, sir, and wings with our  
prayers, sir!"And about that time Clarence  
Miller, the secretary, interrupted  
the speaker with a question, and  
saved the fringe of negroes in the  
back from turning a political pow-  
wow into a camp meeting.The so-called succession states, Po-  
land, Czechoslovakia, Rumania,  
and Yugoslavia, which would find  
themselves again across the path-  
way of Teutonic ambition.

France Against Union.

Thus we have France, supported  
by all these succession states, set-  
tling her claims against the union  
of any portion of Austria with  
Germany. As for Italy, she, too,  
objects, but solely because the  
union of Austria with Germany  
for union with Germany, similarly  
demand the return to their province  
of the German minorities, and the  
return of the Brenner, which Italy  
acquired at Paris, Here, and here  
alone, Italy and herself  
vitality interested for the rest, her  
present bitterness at France would  
be eliminated, to view with equani-  
mity Austria's disappearance into the  
arms of the Reich.Today there are two great ques-  
tions in Europe, that of Austria and  
that of Poland. Over long years  
German policy, while seeking to pre-  
serve peace with Great Britain by  
abandoning the claims of Austria,  
and endeavoring to avoid a new war  
with France, by eleventh-hour submis-  
sion to the claims of Poland, and  
have British and American support,  
will strive to regain her provinces  
lost to Poland, and acquire the  
Hapsburg lands in Austria and in  
Czechoslovakia, which constitute in  
the German mind the heart and soul  
of the German nation.If Germany can achieve these two  
things, while escaping a new  
French war, she will remain  
necessarily disarmed, her arms  
will be assured, and she can look  
forward to the future with ap-  
praisal on the Vistula and the  
lower Danube, when time has  
worn the claims of Poland, and  
chains released the land con-  
flict. Thus, under the surface of  
the world, there is a more than an  
issue involved in the question of  
self-determination and resting upon  
the German mind, which cannot  
be gained, and will not be the same  
old world issues of power.Locked up with the fate of Salz-  
burg and the Tyrol is that of the  
smaller Austrian provinces, the  
Vorarlberg at the eastern end of  
Lake Constance and on the east  
bank of the Rhine, and the  
lake. Vorarlberg has voted for  
union with Switzerland. The Swiss  
have temporarily refused to pro-  
fer, but one may conjecture that  
Germany acquires Salzburg and the  
Tyrol, the Vorarlberg will fall to  
the Helvetian republic. But, while  
many great powers in Europe are  
concerned in the fate of the  
smaller Austrian provinces, the  
Swiss show surprisingly  
little interest in the fate of the  
frontiers—indeed, look upon all such  
suggestions, even when neither war  
nor peace is at stake, as a  
suspension. There is at least one na-  
tion in Europe which does not de-  
clare its interest in itself, a  
striking circumstance.(Copyright, 1921, by The Constitu-  
tion.)

AD BROTHERS INVITED

TO S. A. E. LUNCHEON

Delegates or visitors to the con-  
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tising Clubs of the United States  
members of the Sigma Alpha Epsilon  
fraternity are extended a special  
invitation to the luncheon of the  
luncheon of the Atlanta Alumni  
Association of Sigma Alpha Epsilon  
at the Kimb house cafe at 11 o'clock  
Monday, Trenton R. Tunnel,  
secretary of the Atlanta Alumni  
Association, states that ample  
preparations will be made to take  
care of all visiting members of the  
fraternity who may be in Atlanta  
and that all will be welcomed.Delegates or visitors to the con-  
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## Carpentier Is Saving His Speed While Dempsey Takes Off Weight

Rivals Have But One Thing in Common, Says Edgren: A Great Love for Police Dogs.

By ROBERT EDGREN.

New York, June 12.—(Special).—Carpentier has often been described by Americans as a "big Terry McGovern."

Dempsey has often been described here as a "big Terry McGovern." The difference between the two is that Carpentier is a bigger Terry McGovern than Dempsey is.

The trouble with this line of argument is that no one knows whether Carpentier is a Terry McGovern or not. He is a Frenchman, a student, an aviator, a war veteran, a personal friend of half the big men in Europe, a skilled acrobat, a track and field athlete in the army sports, altogether a very quick, keen, versatile young man. So far as I can see Dempsey and Carpentier are alike in only two things.

Each is quick as a flash in action and both have a love for dogs, especially English police dogs.

Dempsey's Dogs. I was at Dempsey's house when his dog was killed in an accident. An automobile ran over him. Dempsey sewed up a cut in his hide with five stitches and the dog looked up at Jack and submitted to the rough surgery without a tremor or a whimper.

"He's half gray wolf and half Belgian police dog and he sure has confidence in me," Dempsey said proudly. "Bred his mother to a gray wolf at the menagerie in Salt Lake. He's only a pup but he's going to be a great dog."

And the next day I visited Carpentier at Manhattan with Gus Wilson. I walked up stairs to see if Georges was lying down in his room but he was out. Under the bed I saw a dog. As Gus and I stopped on the threshold of the open door the dog came out, walked over to us, wagged his tail and gave a friendly sniff and went back again.

"He's a friendly fellow, isn't he?" I said.

"If Georges was here we couldn't cross the room without having him at our throats," Wilson said.

"The dog always sleeps under

George's bed to guard him and he allows no one in the room. Even I cannot go in, as well as he knows me. He would kill me if I came near Georges when he was asleep. He watches all the time."

The dog followed us when we went down to the farm yard. Carpentier joined us there. The dog was friendly enough. Frisked around a little and walked away as if he knew he didn't need to keep on the job.

"How long you had him?" I asked Georges.

"Five years," said Carpentier. "He goes everywhere with me, at the front, yes he has been through the many strange things."

He doesn't like to let me out of his sight."

Jack Monroe, another fighter, an old timer, went to the fight with the Chinese pats and served until he was shot down and crippled. His dog went with him to the front and through it all, is with him now at home in Canada. I often think there must be some good reason why he holds so much of a good dog's affection.

To go back to fight conditions. There's another difference between Dempsey and Carpentier. The Frenchman has been training quietly since the match was made gradually perfecting his condition. He has kept absolutely to scientific training for months with no lapses. Whatever the result, today he is in remarkable shape.

Dempsey, champion, confident, has left his preparation for the last month. He is working hard now to take off extra weight that he carries. His system depends upon rounding into shape just in time for July 2, where Carpentier carries his ring condition along for months, only leaving the final touch of preparation for the last few days.

Carpentier is now saving up his speed and energy, while Dempsey is drawing on his enormous resources to work down to weight and condition. Which has the right system will be known later.

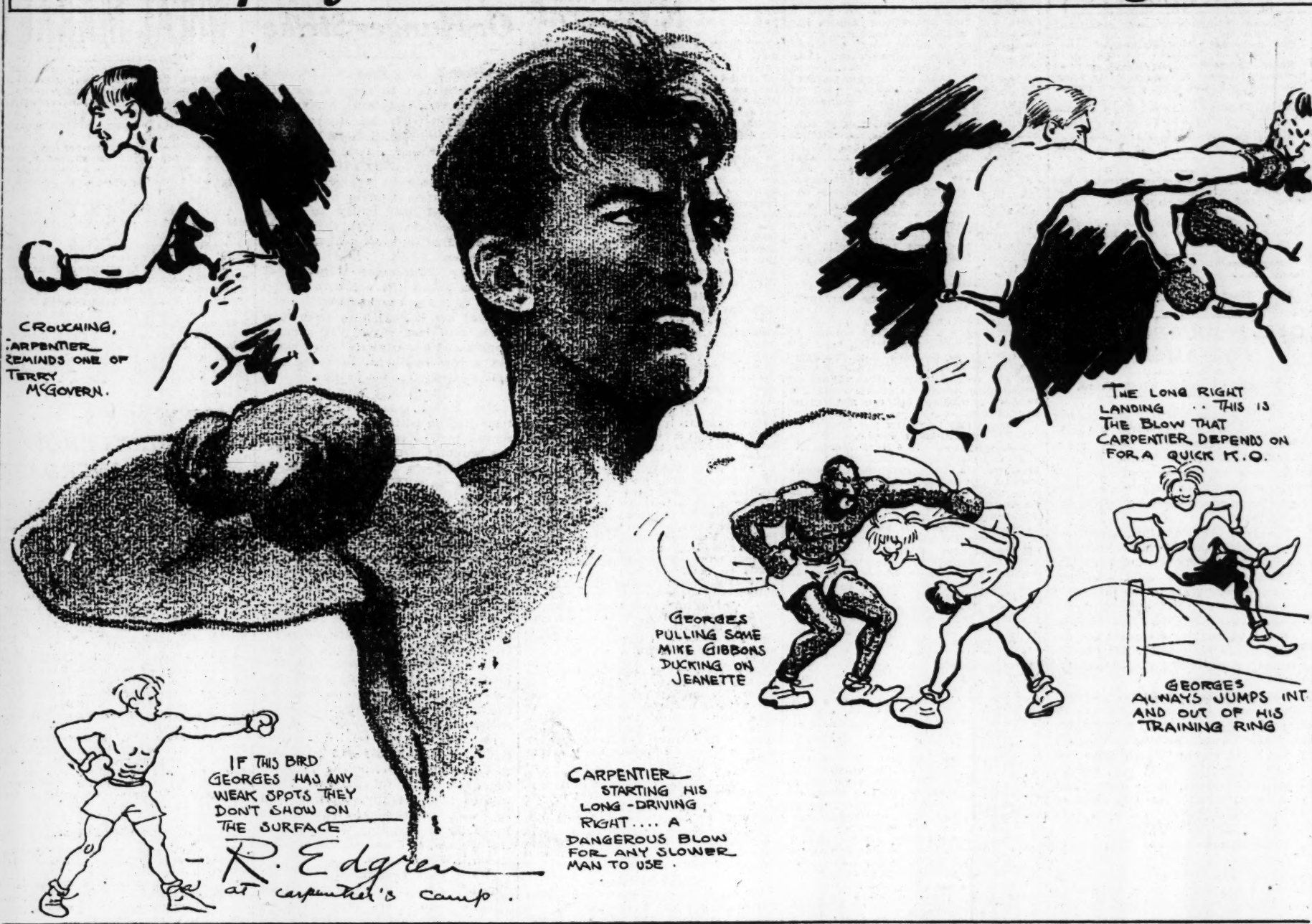
The Elks lodge of Long Branch has presented Jack Dempsey with a gold match box and other friendly organizations have supplied him with a diamond-studded cigarette case. Now if someone will only give Jack a platinum cigar holder he will be all equipped for the summer.

(Note—Jack Dempsey never smokes.)

That gold match box will be nice for Jack to have. He can take it along into the continental when he goes bear hunting next time. It will be handy to light the camp fire to cook the steaks and bacon on.

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## :: Dempsey Had Better Watch This Right ::



## GEORGES HAS SOCIAL FLING

Manhasset, L. I., June 12.—(Special).—Captured the Manhasset lion for a while Sunday. Georges Carpentier, hunted by the 400 ever since he retired behind the barbed wire of his training farm, put on creamy white flannels and a bright red tie and was the main attraction at the brilliant lawn fete at the Villa Marina, as society began its summer season.

The largest limousine on Long Island, decorated with French flags, proved too great a temptation for Carpentier, who was enjoying a day of complete rest at Manhasset. He allowed himself to be whisked over to Roslyn, where a lawn party to raise money for the Italian babies' milk fund was in progress. The French boxer was lionized from the moment of his appearance, and was presented with a set of gold spoons for his baby daughter, Jacqueline. Georges declined to make a speech, and wily Francois Deschamps wouldn't let him appear in the ring that had been rigged up, but he smiled his prettiest and made great friends with a motion picture star, who had just sold a kiss at auction and looked as though she wished Georges had won.

## MORE EVENTS FOR THOMAS

Thomasville, Ga., June 12.—(Special).—Thomasville people, and especially Thomasville golfers, are looking forward with pleasant anticipation to the 4th of July, when the third annual intercounty golf tournament will be played on the links of the Country club here. Invitations are being prepared now and will be sent out to the clubs of Brunswick, Valdosta, Quitman, Albany, Moultrie and Tallahassee. Brunswick will send an especially large delegation, and it is expected that city having carried off handsome prizes in some of the former tournaments.

The prizes will be for both club and individual playing and the program is now in the hands of the printers. Never was golf as popular as it is in Thomasville today and this section of the state can show some splendid players. The hour holds a great attraction for a general holiday here, all stores and places of business being closed for the entire day.

Vic Moran and, besides these fellows, he fought for an hour and a half Jimmy Harrington, without receiving a scratch in three rounds.

The sports believe that their carry home the bacon, and think there's no chance of his being stopped by any of the other contenders. He is a real contender, he will likely get one or two of his ferocious blows home in his scrap and he will not doubt worry the soldier scraper considerably before he can reach him with any of his powerful jabs, if he reaches him at all. It will be an interesting bout, with the two fighters matched, as they are—both with a powerful jab and the other a scientific scrapper, who can defend himself properly as well as get in a stunning blow himself.

Has Met Good Ones. Avera, who has met about all of the top-notchers among the southern welter and middleweights, has always had to give away considerable weight in order to get a match, as he only tips the scales at 138. He is in a condition to give a good fight, and he did not have to look long for the coming fight and, in the event he trumps the flashy Irishman, he will not doubt find a berth in the limelight of southern fighting circles.

Although we have not had a chance to see Wagner against a man, Avera's ability, we must admit that in the two starts he has made before an Atlanta audience he has displayed rare ability. He has a punch stored away in that right shoulder.

By serving Budweiser at your "Affairs" you please your guests.

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The time you spend at one of these stores will thoroughly compensate you. For you can see for yourself that the top has been reached in color-printing. You can see for yourself how we can be of help, advertisingly, with our reproducing process applied to the making of fine window displays, hangers, posters, calendars and first rate packages and labels. We design and print all with a nicety which leaves ambition satisfied.

Get acquainted with our Trade-mark Bureau. It contains 730,000 such devices, registered and unregistered. Here can be quickly determined the right or its lack of right to registration. For this there is no charge. It may be the means of saving time, money and troublesome litigation. We also design trade-marks and create trade-names.

Before you leave Atlanta, see these prints—and if you can take the time, run in and see our Mr. William Schneider at the Hotel Ansley. He is in charge of our Fine Arts Division and is here to tell you about American painters and their pictures. He'll be mighty glad to see you and you may find him very interesting.

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Color Printing Headquarters

Cincinnati, Baltimore, Brooklyn

## BATTING-FIELDING-PITCHING

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St. Louis	1052	291	408	31	1052	291	408
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Brooklyn	1052	291	408	31	1052	291	408
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St. Louis	10						



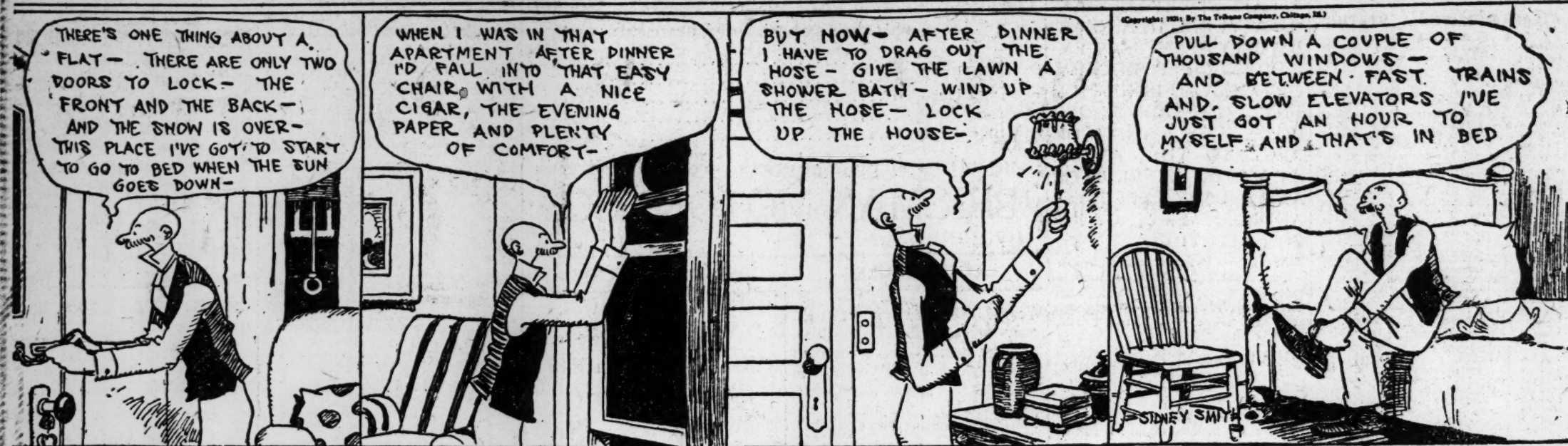








## THE GUMPS—FLAT VS. HOME—ROUND THREE



## FOUR CHARGES MADE AGAINST W. L. HANEY

Charged with shooting Rufus Dowdie, 20 years old, of 382 Georgia avenue, W. L. Haney, 21 years old, of 80 South McDaniel street, is being held at police headquarters without bond, after being arrested by Officer McDaniel at 9 o'clock Sunday night near McDaniel and Humphries streets. Haney also is charged with drunkenness and disorderly conduct, with reckless driving, and with shooting at R. S. Duncan, of 274 Humphries street. Duncan and his brother hired Haney, who owned a car, to take them on a pleasure ride. Haney was partially intoxicated, it is claimed, and not far from Atlanta tried to make the Duncan brothers leave the car. Finally he was persuaded to return to town.

Later on in the afternoon, while on McDaniel street, Haney, it is charged, ran over and injured two negroes, Clevie Jordan, 22 years old, of 383 McDaniel street, and Madison Dorsey, 25 years old, of 67 Robbins street, both taken to the Grady hospital. Haney was not caught.

About 8:30 he drove his car to the filling station at the corner of McDaniel and Humphries street and, seeing R. S. Duncan, whom he had tried to leave on the road earlier in the afternoon, pulled out a pistol and shot at him. It is alleged, Duncan was not hit, but Rufus Dowdie, standing near by, was shot in the leg. Officer McDaniel took Haney in charge, and Dowdie was taken to a local hospital. His injury is not serious.

Every Atlantan interested in the campaign to relieve the sufferings of the poor and oppressed in Armenia is urged to bring or to send contributions of old clothes today to some one of the places designated to receive them.

Already a large quantity of clothing has been received by Lucian York, at M. Rich Bros. store, the main headquarters. Arrangements perfected by W. D. Cody, chief of the fire department, have made it possible to bring the bundles of clothing to the various stations, where they will be held and transferred by fire trucks to the main warehouse of Rich's. Bundles may be carried direct to Rich's, if the donor desires.

Among the articles of clothing especially needed are many heavy stockings, shoes, woolen underclothes and almost any kind of ton clothes except evening clothes and muslin underwear. Children's clothing is in great demand in Armenia, as the orphanages supported by the East relief are crowded to their capacity as the result of the massacres by the Turks.

Work Organizer

Truly does the Work Organizer live up to its name. Its use will eliminate those many embarrassing moments when important letters and other papers cannot be found. It is beautifully designed, well made, and will last a lifetime. Note particularly that each step in your correspondence work is provided for, a space for incoming mail; to dictate; to sign; daily reports. Any correspondent, regardless of how systematic his files are kept, can make better progress with the Work Organizer on his desk.

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75% Lump ..... \$5.40

— KENTUCKY MINE RUN —  
High-Grade, Not So Lumpy ..... \$4.80

— HARLAN —  
No. 1 Mine Run ..... \$5.20  
4-inch Mine Run ..... \$4.75  
2-inch Mine Run ..... \$4.40

No Yard Screens in Our Coal. We Have no Yard

— GRATE COAL —  
Blue Gem Black ..... \$6.65  
Harlan 2x4 Egg, Very Clean ..... \$5.90

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## Graduating Class at St. Joseph's Infirmary



Nurses who recently graduated at St. Joseph's infirmary. Left to right, Misses Annie Flynn, Eva Mayo, Lutie Ward, Elizabeth Mack, Myrtle McClain, Gladys Lawson, Ethel Newsome, Betsy Law, Vira Bullock and Eula Routh.

The graduating exercises of the nurses' training school of St. Joseph's infirmary, which took place recently at the infirmary auditorium, embraced a very attractive program of songs, addresses, recitations and essays. The opening prayer was given by Rev. Father James Horten, who later delivered the diplomas and honors. Addresses were heard from Drs. William Perrin Noolson and Cyrus Strickler. A recitation, "The Picture on the Wall," was offered by Miss Gladys Lawson. Two prizes were awarded, one a gold medal for excellence, and a thermometer in a silver case, which was presented to Miss Betsy Law for not missing a day in three years of training.

## Sunday School Board Meets.

Juliette, Ga., June 12.—(Special.) The Griffin district Sunday school board, of which W. C. Milam is secretary, has changed the date of its quarterly meeting from June 1 to June 26. The meeting will be held in McDonough. A fine program is being arranged. The speakers including Judge C. J. Foster, of Hainesville; Professor T. C. Calloway, of the A. & M. school; Mrs. L. C. Warren, of Griffin; Miss Marie Parham, of Atlanta; Miss Rebecca Purley, of Griffin, and Dr. W. B. Dollard, of Oxford. The meeting is expected to be the most successful and largely attended ever held.

## Tablet Unveiled.

Savannah, Ga., June 12.—(Special.) A handsome tablet in memory of the late Dr. L. S. K. Axson, for many years pastor of the Independent Presbyterian church, this city, was unveiled in the church today with appropriate ceremonies. The memorial being a gift of Mrs. William M. Rogers, the oldest member of the congregation, now nearing her hundredth year. The unveiling was by Misses Alethea S. and Carrie Belle Axson, granddaughters of Dr. Axson.

ELGIN and WALTHAM Ladies' Wrist WATCHES In all the latest designs ON EASY TERMS DURHAM JEWELRY CO. 100 W. Peachtree St. N. E. Just a Few Steps From Five Points.

J. E. HALEY "YOUR DECORATOR" WALL PAPER and Painting 80 W. Peachtree St. N. E. 1. 5050

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## Griffin Tax Assessment.

Juliette, Ga., June 12.—(Special.) The board of city tax assessors of Griffin, composed of A. P. Patterson, E. S. McDowell and Paul Flynn, has just completed its work of assessing city property. Books for inspection by property owners will be open at the city hall until June 14 and the commissioners announced that they will be glad to hear any complaints as to the assessment. It is stated that property valuations show a substantial increase.

## MORTUARY

## Death of Infant.

The infant daughter of Mr. and Mrs. R. B. Husing died Sunday evening at the residence of her aunt, Miss L. D. Davis, 61 West Harris street. She is also survived by her grandparents, Mr. and Mrs. J. M. Davis, of Atlanta.

## A Roof of FLEX-A-TILES

## Laid Like Roll Roofing

THE man who realizes the importance of a reliable roof—a roof of unfading beauty that is time, weather and fire resisting—is bound to choose Asphalt Shingles. Here is a new, economical method of laying that makes Flex-A-Tile Asphalt Shingles as easy and cheap to lay as roll roofing.

## FLEX-A-TILE ROLL SHINGLE

is a roll of real individual Flex-A-Tile Asphalt Shingles. Each shingle is a separate unit, regular full size with 5x10-inch butts—each one stands out by itself, yet they are all in one roll! Can be laid right over old shingles as well as new work.

Thoroughly water and weather proof, unaffected by heat or cold, and highly resistant to fire. Approved by Chicago Board of Fire Underwriters. Comes in either red or green fadeless natural stone colors.

## FLEX-A-TILE

For Sale by

FULTON LIME & CEMENT CO.

Lime, Cement, Plaster, Sand, Slag,  
Brick, Wall Board, Sewer Pipe,  
Nails, Roofing, Etc.

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## Lodge Notices

A special communication of Fulton Lodge No. 218, F. & A. M., will be held in the Masonic Temple, Atlanta, Ga., on this (Monday) evening, June 13, at 7:30 o'clock. The Master Masons degree will be conferred in full dramatic form by the Worshipful Master, Dr. Frank L. Belyea, on a large class. All qualified brethren are cordially invited to meet with us. By order of FRANK L. BELYEA, W. M. JNO. R. THOMPSON, Secretary.

The officers and members of Grant Lodge No. 604, F. & A. M., are requested to meet at the Temple, corner Glenwood avenue and Grant street, this (Monday) evening, June 13, at 7:30 o'clock, for the purpose of paying the last and tribute of respect to our deceased Brother, James S. Reid. By order of J. C. LITTLE, Secretary.

A called communication of Lebanon Lodge No. 655, F. & A. M., this (Monday) evening at 7:30 o'clock, will be held at 7:30 o'clock. Work in the 3rd degree. Candidates please be present promptly. Visiting brethren cordially invited to meet with us. By order of W. O. KRY, W. M. ARTHUR J. DUNLAP, Secretary.

A regular convocation of Chambers Lodge No. 110, F. & A. M., will be held in their Chapter Hall, Buckhead, this (Monday) evening, June 13, at 7 o'clock. Work in Mark Master degree. A large class of candidates cordially invited to meet with us. By order of J. C. LITTLE, Secretary.

A regular assembly of Fulton Lodge No. 218, F. & A. M., will be held at West End Masonic Temple, Atlanta, Ga., on this (Monday) evening, June 13, at 7:30 o'clock. The large class of candidates will be conferred in full dramatic form. All qualified candidates cordially invited to meet with us. By order of J. C. LITTLE, Secretary.

A regular convocation of Adolphus Lodge No. 55, F. & A. M., will be held in their Chapter Hall, Buckhead, this (Monday) evening, June 13, at 7 o'clock. Work in Mark Master degree. A large class of candidates cordially invited to meet with us. By order of J. C. LITTLE, Secretary.

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